



SAMVADA, BANGALORE

www.samvadabaduku.org

Invites Applications for the post of **Manager, Corporate Partnerships**

Location: Samvada Campus, Bangalore

Samvada, established 1992, has been sensitising and empowering young people from marginalised communities to build a socially just and inclusive society. Our belief is that young peoples' values, behaviours, career choices, relationship ideals and lifestyle aspirations can challenge patriarchy, casteism, communalism and consumerism to transform and democratise our society.

Role of Manager, Corporate Partnerships: To raise funds for Samvada's various programmatic activities, particularly through developing strong partnerships with corporate companies and their CSR initiatives. To work closely with the communications team to develop material necessary for this process.

Reporting to: Executive Leadership Team

Responsibilities:

- Develop, implement and manage the fundraising and communication strategy for corporates, particularly focusing on building partnerships with CSR teams, across India, primarily to create in-roads to present various programs and raise funds for Samvada.
- Support the development and successful implementation of short, medium and long-term strategies for raising incomes from corporates.
- Develop and nurture effective donor communication to build long lasting relationships.
- Devise and present innovative fundraising ideas of mutual benefit to a corporate
- Work closely with program team towards developing proposals, concept notes and pitch decks
- Ensure volunteers are used as often as possible to support and expand corporate fundraising activities
- Build employee volunteering opportunities and work closely with Corporate engagement teams/ HR/ CSR teams.
- Ensure all corporate supporters receive relevant and timely communication resulting in ongoing fundraising opportunities and development of long-term relationships
- To continuously generate leads through extensive research and networking
- Provide support in finalising progress and financial reports to donors and the senior management team
- Maintain an awareness of developments and trends in the wider fundraising environment, their implications for Samvada and strive to ensure that the organisation is best placed to maximise new opportunities.
- Contribute towards management of the Fundraising and Communications team
- Keep informed on market trends and developments in the corporate sector



Qualification: Masters/MBA with relevant experience

Experience: Minimum 3 years' experience in similar positions in NGO/ INGO/ Media

CTC: Rs.55000 to Rs.65000 (Based on skill and experience)

Essential Competencies:

- Minimum 5 years' experience in similar positions in NGO/ INGO/ Media/ Advertising agencies.
- Proven ability to drive impact through purposeful and goal-oriented work
- Passion, determination, and belief in the organization's vision and mission.
- Excellent communication and presentation skills with an ability to explain Samvada's story in a concise manner across a diverse stakeholder set.
- Strong people-management skills – team, internal stakeholders, external stakeholders.
- Ability to handle high-pressure situations and uncertainty; drive to carry on despite possible setbacks
- Experience in planning and an eye for detail
- Strong numeric skills and project management skills (MS excel should be your friend)
- Ability to be a self-starter and think proactively.
- Conversant with relevant software related to Donor Managements and Tele-calling
- Fluency in written and spoken English.
- Desired experience in fundraising in the development sector is ideal.
- Business development/ sales experience in management consulting/ industry will be valued
- Good track record of maintaining key donor relationships as well as establishing new partnerships
- Excellent time-management and organizational skills

To Apply: Please follow the link to know about how to apply for a Job

<https://forms.gle/P3E6m19E4Wt8xxHk6>

Last date to apply: 25th August 2025

Samvada encourages applicants from disadvantaged and socially excluded/marginalised communities. Sexual and gender minorities, Dalits, Muslim, people with disabilities and individuals from conflict/ neglected regions are especially encouraged to apply.

Samvada Campus Address: # 95/05, Banjarapalya (Near Bus Stop), Agara Village, Thathaguni Post, Bangalore – 560 082