

08<sup>th</sup> January 2020



**KHPT is a not for profit entity that spearheads focused initiatives to improve the health and wellbeing of communities in India. In 2003, KHPT was founded with a single mission to reduce the prevalence of HIV in Karnataka's high priority pockets. The initiative's success made it a scalable model at national and global levels and KHPT became a learning site for innovative approaches.**

**The unique DNA of our programs is a combination of evidence generation, grassroots community connect and government relationship. With these strengths, we learned and reflected on our decade long experience leading us to look beyond HIV to four other thematic areas. KHPT currently works on TB, HIV-AIDS, MNCH, Adolescent Health and Comprehensive Primary Health Care. Our bold social ambition to achieve population-level health impact through a systems change approach. With a team of 400+ individuals, we act as a catalyst driving action to empower and promote the health of the most vulnerable communities, both directly and through strong partnerships across the country. We work tirelessly to ensure that India achieves the SDG goal 3, good health and wellbeing of communities.**

**We invite applications from committed professionals for the following position;**

**1. Lead - Resource Mobilization: Position: 1, Bangalore, Karnataka**

**Qualification and experience**

- Master's degree in fields like business administration, economics, international relations or social science or political science or other relevant areas is required
- More than 12 years of work experience (preferably in B2B sales and customer relationship management)
- Demonstrated ability to develop fundraising strategies and to maintain partnerships, including developing strategies for partnerships
- Has experience in raising large quantum of funds (in tunes of Cr) for any organization
- Possesses strong knowledge of fundraising landscape in India and development issues and policies

- Excellent communication skills with fluency in written and spoken English
- Excellent interpersonal skills and confidence to interact well with external stakeholders
- Strong business acumen, excellent negotiating & leadership skills

### **Skills and Competencies**

- Passion, determination and belief in KHPT's aspiration, culture and is keen on creating an impact in the society
- Strong experience at selling with the ability to generate and communicate unique value propositions
- Understands donor's needs quite well and knows how to meet them
- Well-organized with strong time management skills and knows how to prioritise workload
- Experienced at managing end-to-end sales cycle i.e. lead generation, identifying real sales opportunities, lead presenter at client meetings, putting together detailed proposals and closing deals
- Exposure to the development sector is preferred
- Excellent team working skills, with proven track record of working with senior management including the CEO
- Ability to handle high-pressure situations and uncertainty; drive on despite possible setbacks
- Comfortable with navigating unstructured and ambiguous situations
- Keen self-starter and self-motivated to drive results

### **Roles and Responsibilities:**

- Develop and implement the fundraising strategy for KHPT (includes defining annual targets), with specific focus on raising more funds from strategic corporates and philanthropies in India
- Nurture existing funders and secure new high-value funders (corporates, individual philanthropists and family foundations) and deepen engagement to unlock smart capital and networks
- Develop presentations, proposals, briefing notes for the CEO; initiate donor and membership meetings and assist the CEO in the finalization of donor agreements
- Monitor donor policies, trends and funding mechanisms in the context of KHPT's thematic areas, and advise the CEO and thematic leads to ensure sound relationship management for continued funding
- Work closely with the Finance Lead in planning and creating dynamic financial projections and scenarios to ensure the organization's financial sustainability
- Work cross-functionally within KHPT to develop the fundraising proposition for different themes as well as curate activities needed to deliver to the funder requirements

- Support in developing the KHPT brand through attending and speaking at leading conferences, events, national forums and private gatherings to generate future partnership opportunities

**Reporting:** Resource Mobilization Lead will report to Chief Executive Officer / Managing Trustee – KHPT, Bangalore

**KHPT provides a safe working environment for all its employees; follows the principle of equal opportunity and encourages women applicants to apply. Also, physically challenged with required skills /knowledge and willing to travel are also encouraged to apply.**

**We will be following a systematic selection process to fill this position based on experience, competence, suitability, aptitude to work with our health programmes and in-depth knowledge of thematic areas we work. Only shortlisted candidates will be invited for an interview.**

**Above position demand excellent communication interpersonal /computer skills and involves travel. Preferences will be given to candidates who have work experience in health-related programmes in Government / INGOs /NGOs and local candidates with required experience and skillsets.**

### **How to apply:**

Interested candidates please apply using the prescribed **KHPT Application Format** with a covering letter and email it to [jobs@khpt.org](mailto:jobs@khpt.org). Candidates can download the format by clicking on '[Application Format](#)' or visit [www.khpt.org](http://www.khpt.org) to download the format.

The application should reach on or before **25<sup>th</sup> January 2020**.

Please note that completed applications in the prescribed format will help us in shortlisting.