



Gubbachi • ಗುಬ್ಬಚ್ಚಿ
LEARNING TO FLY

If you are excited by the possibilities of
near-term impact
working close to the field
working on an emergent program design
Then apply with **complete resume and a covering letter**
recruit@gubbachi.org.in

Gubbachi Learning Community is looking for Lead-Resource Mobilisation (Funding) in Bengaluru.

About Gubbachi

Gubbachi is a not for profit organization working on

- developing strong foundational learning of *1,300+ underserved migrant children across 9 Government schools and 3 bridge learning centers*; and
- empowering *18,380 families across 30 migrant communities* for identity documentation, financial, social and health access.
- Gubbachi is *backed by Institutional Donors and Corporates for its multi year programmes.*

To learn more about us, visit <https://www.gubbachi.org.in/about-us>

About the Role

At Gubbachi the resource mobilization team assures continuity of programs by ensuring that they are well funded. The team also looks out for opportunities to collaborate and participate in various fundraising campaigns. Communicate with people to enrich our programmes with talent and resources and create awareness about the work Gubbachi **does by connecting the team to opportunities for representation at various forums.**

Role: Lead – Resource Mobilisation (Rmb)

Type: Full time

Location: Bengaluru (Sarjapur Road/Bellandur)

Reporting to: Director

Date of Joining: Immediate

Remuneration: Commensurate with experience

We are expecting the person to have

- **Two plus years** of fund-raising experience preferably in the education social sector.
- Any experience in sales will be well noted.
- Excellent written and communication skills in **English is necessary (Kannada, desirable).**
- Networking skills with peers in Social Sector to understand the challenges and opportunities.
- High Proficiency in tools like Google Sheets, doc and slides
- Comfort in working with diverse stakeholders
- A skilled facilitator, able to navigate tough conversations with senior stakeholders
- Strong and effective negotiation skills
- The agility to visit various centers and funder locations in Bengaluru or outside.

Key Responsibilities and Duties

Donor Interface

- **Expand the existing donor database** at Gubbachi to other Foundations, CSRs, and other individuals.
- **Make pitches to new donors** for existing and emerging project requirements.
- **Establish and ensure that relationships are maintained** with new and existing donors – corporate and individuals.
- **Understand donor needs** and provide donor services, including planning and coordinating **volunteer events.**
- **Ensure timely receipt of donor CSR grants;** and **renewal of donations** from foundations and corporate donors.

- **Engage with organizations for ad hoc events** that closely match the programmatic objectives and activities as stated.

Strategising and Generating Fund Requirements

- Engage with the Programme Leads and RMB Team to generate a Fundraising plan to **ascertain funding requirements**.
- **Coordinate** with Programme and Finance Leads to **create proposals and budgets**.
- **Review and distribute** monthly, quarterly, and annual monitoring & evaluation reports.
- **Identify opportunities** for creating visibility in the education space through:
 - Representing the organisation in various forum
 - applications for grants, awards and other relevant opportunities.
 - targeted communication to fundraise

Beliefs and Attitude

- Perseverance, process adherence, detail oriented, energetic, self-motivated, independent.
- Values **collaborative** ways of working, both within teams and external stakeholders.
- Ability to **critically appraise** on-ground situations, plan and respond appropriately.

Qualifications

- **Graduates in any discipline from reputed institutions.**
 - Ability to work effectively in a multicultural and diverse environment.
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