



Job Title: Manager, Fundraising and Communication

Reports to: CEO

Mode: Full time (Flexible to part time for exceptional candidates)

Location: Mumbai /Bangalore (partly remote)

About FMCH : At FMCH India, we bridge the access gap towards maternal health and reduced child malnutrition. By enabling agency, choice and support for the women (from these communities), we change health and nutrition practices in a sustained manner. We dream of a world where the potential of each child is not limited by poor early health or malnutrition. We build products and processes that build efficiency in the system to ensure high quality service delivery.

At FMCH you will:

- Work closely with the CEO to build out the fundraising strategy and identify mission aligned donors and independently lead front end conversations to eradicate malnutrition among 1 million families in the next 5 years
- Be responsible for fundraising from various channels of donors including (not limited to) - CSR, Grants, Trusts, HNI etc by understanding each type of donors' needs
- Work closely with the internal teams to develop go-to market proposals various types of donors
- Manage end to end of the fundraising cycle and internal processes
- Build a prequalified pipeline of donors to ensure the year over year project needs are met
- Represent the organisation at various forums involving non-profits, donors etc and create opportunities for various team members to present at these forums
- Project manage campaigns and oversee external communication (including social media)
- Manage a team of volunteers, consultants, designers etc to create branding and communication material including social media posts, annual reports etc.

Apply if you have:

- At least two years' experience in fundraising or Business Development at a not-for-profit
- Good written and verbal communication in English
- Excellent time management and organisational skills
- Strong ownership, accountability and structured thinking
- The ability to plan work, problem solve and meet deadlines independently in an uncertain, fast-paced environment, in a collaborative manner
- An inclination and keen eye for design and thrive in an outward facing role
- Resonate with the cause of women empowerment/public health



Remuneration: 6 – 10 LPA (based on experience)

Hiring Process (2 - 3 weeks)

1. Application Form : [Fill this application form](#) to give us a sense of your past experience towards this role. Once you have done this, drop a confirmation email to contact@fmch-india.org , cc shruthi.iyer@fmch-india.org with the subject line : *Application for Fundraising & Communications Manager*
2. Phone Interview : Depending on your form, we will call you for a preliminary interview
3. Field Visit & Debrief with Team Members: Visit our centre, observe our program, interact with the team to assess culture match, and alignment to mission
4. Interaction with CEO: To understand your personal goals, working style and for the candidate to understand working style of the CEO and organisation goals for next 3 years
5. Interview with Board Member
6. Final offer