### Job Title
Manager – Resource Mobilization

### Reports To
Head – Resource Mobilization & Coordination

### About Yuva Mitra
Yuva Mitra is a social development organization working for rural development in the state of Maharashtra and other states through partner organisations from the last 26 years. We work with a large number of target groups including women, youth, farmers and children focusing on Water Resource Development, Agriculture & Livelihood Development, Institution Building, Skill Development and Health & Malnutrition through people participation. For more details about our work please visit our website on [www.yuvamitra.org](http://www.yuvamitra.org)

### Job Role
Yuva Mitra is seeking a Managerial position in the Resource Mobilization & Coordination Department. The role will work to support Resource mobilisation team in securing project-based and institutional funding (both flexible and unrestricted) from Corporates/Corporate Foundations, as well as maintain and strengthen relationships with these donors.

### Areas of Responsibilities
#### Activities
- Lead and support Head – Resource Mobilization in resource mobilization efforts and strategies collaborating with them to foster innovative approaches to donor interactions, assisting and learning from them on how to exploit potentially new resource mobilization activities.
- Design & Development of proposals in consultation with Thematic Program Manager
- Develop and implement plan derived from the overall resource mobilization;
- Update the existing database of potential private foundations, Corporates, Government department and international aid agencies that could support the Yuva Mitra’s work;
- Establish and build relationships with current and potential Corporates, Government department and international aid agencies;
- Conducting research on fundraising opportunities.
- Documentation and Communication

### Location

### Requirements
- Masters or Bachelor’s degree with specialization in PR, Fundraising, Business Management, MBA Marketing/ finance, MSW, Agribusiness, Agriculture etc.
- Desirable-Minimum of Five years experience with an NGO/Foundation/Corporates on Resource Mobilization/Fundraising/Proposal Development/Donor Management
- Sound knowledge of the Social/Development sector or a willingness to learn.
- Excellent written, verbal, and telephonic communication skills.
- Experience of Project Management, Proposal Designing and Development on various thematic areas like Water conservation, Livelihood, Sustainable Agriculture, Education, Health & Hygiene, Skill Development etc
- Excellent writing, reasoning and analytical skills.
- In-depth understanding of logical frameworks as a tool to develop theory of change and intervention logic.

### Compensation
Salary will commensurate with Experience and Industry Standards.

### Contact us to Apply
If you are interested and want to be a part of the growing team, please mail your CV with Cover Letter on Mail id: recruitment@yuvamitra.org; nileshkulkarni@yuvamitra.org

### Last Date for Application
20th Nov 2022