



## Manager – Corporate Partnerships

Designation: Manager – Corporate Partnerships	Reporting to: Head, Sustainability
Location: Mumbai	People reporting into: NA
Education: Post Graduation	Work time: Monday to Friday (8:30/9:30 am to 4:30/5:30pm)
Position : Full time permanent on roll employment	Experience: Minimum 6-7 years' experience in a professional organisation handling donor relationships and fundraising

### **About Mission for Vision (MFV) ([www.missionforvision.org.in](http://www.missionforvision.org.in)):**

MFV is a not-for-profit organisation registered under the Bombay Public Trust Act (1950), established in 2000 to eradicate avoidable blindness through the enablement of high quality, comprehensive and equitable eye health care.

Poverty is a cause and effect of visual and other disabilities that in-turn increase social divide. Eradicating blindness, 70% of which is avoidable, will enhance productivity, significantly impact on GDP and promote social and economic equity among nations. MFV's vision is to restore the gift of vision to every visually impaired human being, irrespective of nationality, religion or socio-economic status. It's values include: Quality Care, Cost Efficiency, Sustainability, Service to all.

Among the largest NGOs engaged in eye health care, MFV has helped establish and strengthen several centres, enabling them to grow into world class centres providing comprehensive eye health care and also engaged in high quality training and research. All these organisations are able to address the key blinding conditions that affect the world, especially cataract, glaucoma, child eye health, corneal conditions, diabetic retinopathy and other retinal disorders, etc.

Today, MFV in partnership with 25 leading eye organisations reaches out to communities in 170+ districts in 21 states of India through 39 eye health centres/ hospitals. In 2021-22 alone, MFV enabled direct eye services to over 531,228 people among whom over 145,936 received free surgeries, mainly for cataract.

MFV's unique community impact studies the impact of cataract surgery on the quality of life on individuals.

**Strategic:**

- Support in developing and driving MFV's ambitious fundraising strategy
- To raise resources for MFV by cultivating new partnerships with funding organizations including corporates, business houses, institutions, etc.
- To nurture existing and new donor relationships for funding retention and growth

**Operational:**

- Research and identify opportunities for funding from corporates and other funding sources and formulate the donor engagement strategy in line with MFV's aims and activities
- Initiate dialogue and engagement activities with the potential donors and maintain appropriate database.
- Set up meetings and discussions with potential donors and support with the pitch
- Develop proposals, budgets and engagement plans, coordinate and be accountable for the given fundraising targets.
- Inspiring new donors to raise money while maintaining and developing relationships with existing donors
- Ensure effective donor servicing resulting in donor retention and development
- Coordinate closely with other departments to ensure implementation feasibility of funding proposals, timely and quality reporting and updates to meet donor requirements
- Overseeing volunteering and other such engagement opportunities that might arise, helping propagate MFV's vision and building human connections.
- Supporting MFV's participation in various award ceremonies, competitions, events etc which will aid in greater visibility for MFV's work and build credibility/linkages with forums in the development sector
- Engaging closely with all internal stakeholders to form a deep understanding of MFV's work and thus identify/create opportunities to market MFV more effectively

**Qualifications and Skills Required**

- Post Graduate qualifications in Marketing/Management/ Healthcare/Social Sector
- Excellent representation skills
- 6-7 Years relevant experience in fundraising, managing donor relationships, grant management
- Ability to initiate and build relationships with corporates/foundations/ funding agencies
- Good written and verbal communication
- Demonstrated ability in grant and proposal writing
- Ability to analyze project data and generate donor reports
- Excellent organizations, interpersonal and networking skills with large groups as well as with individuals are essential
- Financial budgeting
- Willing to travel to project sites pan India

**Core Behaviour**

- High degree of integrity
- Pleasing personality
- Self-motivating
- Ability to work with minimum supervision
- Communicating and influencing
- Decision making
- Team working
- Interpersonal and intercultural sensitivity



Note: ***The Job Description is illustrative and not exhaustive and the role can be modified at the discretion of the management depending on the needs of the organization.***