



Role: Manager Fundraising and Partnerships

Location:- Bangalore

About Reap Benefit

Reap Benefit is an award-winning, not-for-profit organisation with a mission to activate '**Solve Ninjas**' (**Youth 12-23 years**) in every locality and neighbourhood of India. These '**Solve Ninjas**' are action based citizen champions who take small measurable actions which have a big impact in their local communities.

To know more about our work: [Reap Benefit work](#)

Our Impact so far:

- 24,000 Solve Ninjas who have invested 500,000 hours in Public Problem Solving
- Crowdsourced more than 300,000 local data points and co-developed 250 solutions with Solve Ninjas
- Diverted 440 tonnes of waste from landfills, saved 42 million litres of water, improved sanitation systems in 100+ local income schools
- Reap Benefit's work has been recognised by President Barack Obama, Ashoka Fellowship, Forbes India 30 under 30, Unilever Young Entrepreneur Awards among others

About the role:

- We are seeking an entrepreneurial and results-driven individual responsible for managing and cultivating high potential, long-term relationships to secure grants from HNI's, CSR of Companies, Foundations in India and abroad
- The candidate will directly be reporting to the CEO and working closely with President of Operations and the Reap Benefit Board.

Requirements

- Have at least 6+ years of experience specifically in partnerships, business development and fundraising
- Execute Fundraising strategies for the organisation for the short term, medium term and long-term through partnerships, HNI's, domestic and international donors
- Manage all aspects of donor relationships including periodic reporting as per donor requirements, donor visits to our work locations, etc.,
- Ability to present the mission through strong oral and written communication skills
- Expert Microsoft Office Suite use
- Team player with the aptitude to work with a range of stakeholders, and across functions and also the ability to work independently with minimal supervision
- Have a deep commitment to Reap Benefit's vision and values

Compensation

Based on previous work experience