



Senior Major Gifts Relationship Manager, High Net Worth Individuals (Remote)

About: Educate Girls promotes and protects the right of every girl to gain a quality education by ensuring access and enrollment of girls in school with demonstrated learning outcomes and linkages to employment and livelihood opportunities. The bold vision of Educate Girls is to impact 10 million girls in India with education and access to opportunity over the next 10 years. The Senior Major Gifts Relationship Manager will join an award-winning and highly respected global nonprofit organization with loyal and committed donors, a bold and ambitious fundraising goal, and a strategic vision that includes being part of a global changemaking organization for women and girls in India and across the world.

Role and Key Responsibilities

This role oversees the management and implementation of Educate Girls' development and fundraising function in the U.S. with a focus on individual giving with high net worth donors. The Senior Major Gifts Relationship Manager will report to the Executive Director, and will deliver strategy, execution and the achievement of major gift fundraising goals for individual giving, including building a pipeline of new individual donors, developing strong donor relationships, and retaining existing donors. This position is responsible for raising funds in amounts increasing annually at a growth rate of 10-15% from approximately \$2 million in the first year to approximately \$8 million in the fifth year in line with the strategic plan of the organization. The Senior Major Gifts Relationship Manager will build a small fundraising team, with one hire in the first year.

Fundraising

- Donor origination. You will independently build a pipeline of individual donors in the U.S. to raise the funds necessary to fuel Educate Girls' growth goals, with a focus on six, seven and eight figure gifts.
- Strategy, giving collaboratives and affinity groups. Increasingly, our funding includes strategic partnerships with high net worth and ultra high net worth donors whose giving is crafted around goals that align with Educate Girls' long-term strategy and the U.N. Sustainable Development Goals. The Senior Major Gifts Relationship Manager will create and operationalize funding agreements to help donors meet their philanthropic goals through gifts to Educate Girls.
- Team development. Over time, you will select, mentor and manage a team of professionals to help us achieve our mission. You will work collaboratively with a global team of fundraisers, including the research and resource team in India.
- Experience with "big bet" philanthropy, collaborative philanthropy preferred. ● Ensure the creation of high-quality proposals, pitches, concept notes, and reports as per donor requirements with support of the India team.
- Work with global teams to identify and cultivate individual donor relationships to meet global and personal goals.
- Manage fundraising events, with the support of the wider team as required. ● Manage and support external agency fundraising support to secure and steward donors. ● Manage outreach materials and fundraising collaterals with support of the India team.

Donor Management and Retention

- Manage donor relationships with a personal touch and a high retention rate each year ● Plan and manage ongoing donor stewardship activities and special events. ● Ensure grants are effectively managed and reports are timely, responsive and accurate. ● Initiate and encourage visits to and for existing and prospective donors.

Strategy and Research

- Ensure the fundraising strategy and practices of the organization are developed and delivered in alignment with organizational objectives, goals, and ways of working. ● Undertake regular research to identify potential new donors in the U.S. ● Conduct high-value donor due diligence across all donor areas and oversee preliminary due diligence conducted by the development team in India.

Team Management and Operations

- Build an appropriate team and culture for the U.S. fundraising and collaborate with global colleagues as needed.
- Provide thought partnership to the Executive Director, the global philanthropy team, and the International Director to set the overall vision for global purpose and development. ● Maintain constant understanding of the funding runway, funding gaps, cash flow, grant

Educate Girls US

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- partner timelines and deliverables, pipeline, and progress towards KPIs. •
- Develop and present regular reports to the U.S. Board of Directors, stakeholders, donors, and partners.
- Prepare annual income and expenditure fundraising budgets for approval and monthly revenue reporting and reconciliation.

Qualifications and Skills

- Minimum 5-7 years in a nonprofit philanthropic setting with demonstrated expertise in institutional/foundation/corporate fundraising.
- Strong written and verbal communication skills.
- Strong interpersonal and relationship building skills.
- Ability to manage budgets
- Highly organized with the ability to manage multiple projects simultaneously •
- Excellent organization skills, detail oriented
- Knowledge and strong understanding of philanthropy and fundraising. Ability to understand trends and create fundraising strategies.
- Exceptional collaborator creative problem solver.
- Excellent representational skills to interact with donors, board members, and colleagues across cultures/time zones.
- Highly proficient with Google Docs Editors Suite and Microsoft Office suite (Teams, Word, Excel, and PowerPoint)
- Strong data management skills
- Understanding of India's diaspora is strongly preferred.

Additional Details

- This is a remote role, with the possibility of monthly travel and one trip to India per year.
- Candidates must be authorized to work in the U.S.
- Candidates must live within the NY, NY, CT tri-state area.
- Candidates must be available to work at least 50% in alignment with the Eastern Time Zone and at least 25% of the time alignment with India (GMT+5:30).
- The annual salary range for this role is based on experience and qualifications •
- Competitive health benefits package with employer contributions for medical and dental. •
- 401k with employer matching contribution

To Apply: Please submit both a cover letter and resume in word or pdf format to hiring@educategirls.us with "Senior Major Gifts Relationship Manager, Individuals (Remote)" in the subject line. No calls, please.

Educate Girls is an equal opportunity employer and is committed to a workplace free from

harassment and discrimination. Our core values are gender equality, integrity, empathy, collaboration and excellence and we seek to recruit, hire and train qualified people of all backgrounds.

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