

JOB TITLE: Manager - Partnerships

Reporting to - Programme Head

LOCATION: MUMBAI

DESCRIPTION: The Partnerships Manager will be responsible for delivering on the expansion strategy, working to develop a strategic framework and systems to strengthen our partnerships with government, civil society, the private sector, research institutions and others. The Partnership Manager will map and identify new partnership opportunities, assess partner organization capacities, facilitate relevant capacity strengthening support, and provide ongoing support to the partner organization throughout the program implementation

Responsibilities:

- > Identify, Develop networking and partnership strategy and plan in consultation with the Programme Head and CEO.
- > Engage with partners (corporates, trusts, foundations and other non profit organisation) to further the current programmes of BFI and create opportunities for new programmes across geographies
- > Maintain and develop relationships with partner organizations; explore opportunities to bring new potential partners to expand Bright Future's work in terms of grant management, placement and volunteer support.
- > Design and execute events, meetings, consultations, etc., to represent Bright future in various platforms and thereby managing effective functioning of networks and partnerships and gain visibility for the organization.
- > Ensure that all the programmes meet its targets with quality delivery in accordance with Bright Future's objectives, vision and mission.
- > To utilize and manage budgets as per the plan to allow Bright Future realize the programme objectives at their full potential.
- > To provide feedback on monthly, quarterly, six monthly and yearly reports and ensure timely submission of reports to build healthy relationship with partners
- > Identify new avenues and opportunities for replication, scale up of programs and possible partnership with current and new partners.
- > Institutionalize strong systems and processes including program execution and automating the processes wherever appropriate for efficiency and effectiveness.
- > Coordinate and maintain a healthy working relationship among internal and external stakeholders.

- > Represent the vertical as the spokesperson of the vertical
- > Play an active role in the overall growth and development of the organisation including its financial health and systemic robustness by achievement of targets and progress of programs against outcomes
- > Support the Programme Head in new programs in terms of strategy, communication support etc.

COMPENSATION: Best in the Industry

REQUIRED QUALIFICATIONS AND EXPERIENCE:

Qualifications: Any master's degree, preferable MBA or Masters in Social Sciences or Masters in social work

Years of Experience: With minimum of 5 year experience in the social sector or preferably with Youth or Adolescence

REQUIRED KNOWLEDGE:

- > Knowledge of social structure and challenges faced by adolescents and youths (Specific to 13 to 25yrs) and how parents play a role in the same
- > Understanding of correlation of Education and livelihood and its challenges also able to design solution to the same
- > Knowledge of Financial implications of the programmes
- > Theoretical and practical concepts of running a similar programme - should be able to provide inputs on program design and operations best practices based on experience
- > Knowledge and Experience of working with cross functional teams

REQUIRED SKILLS

- > Planning
- > Networking
- > Project Management
- > Budget Management
- > Stakeholder Management
- > Business Acumen and Leadership
- > Problem Solving and Analytical Skills

> MS-Office Proficiency

> Excellent Oral and Written Communication in English and Hindi or any regional language