



## **Fundraising Associate at iTeach Schools**

### **Overview**

iTeach Schools is a fast-growing, Teach For India alumni led start-up, focused on providing a free, foundational and excellent education to secondary students. We currently operate six, Grade 8 to Grade 10 schools, in a collaborative initiative with the PMC and our funding partners. Our six schools serve about 1100 students and 330 student alumni. Read more about us at [www.iTeachSchools.org](http://www.iTeachSchools.org)

100% of the students coming to iTeach Schools are from under-resourced and difficult backgrounds. The lack of access to good education and opportunities creates a huge achievement gap. The secondary grades are the last lap of intervention for these students, and most likely, the only chance we have left to level the playing field between them and their high-income peers. Education is one sure means for these students to break the circle of poverty.

In the Academic Year 2019-20, we are looking at starting *more schools*, and are looking for an exceptional person to be the first Fundraising Associate at our organization.

### **Responsibilities**

The Fundraising Associate's role is to ensure we are forming partnerships aligned with our vision and values. As we expand, we would like to diversify our pool of funders, be a part of larger national conversations and strengthen the partnerships that have carried us this far.

Given that iTeach Schools is a young start-up, we are looking for people who will be eager to design the most effective systems and processes, combining

researched best practices with their own contextual innovation to create meaningful partner experiences.

### **Inputs to Strategy**

- Work closely with POCs from different organisations to understand their needs and how iTeach Schools can meet the needs by partnering with them
- Identify new organisations to partner with, based on focus areas, impact interests and values
- Ensure data is being recorded and analysed from all stages of the fundraising process

### **Fundraising**

- Manage existing Donor relationships
- Identify and invest high-potential leads through the year
- Create and manage individual engagement plans for every active Donor to create a meaningful donor experience
- Design and implement engagement campaigns, in collaboration with the Communications Team
- Research trends, best-practices and contextualise them that fits iTeach School's context
- Design and implement Tracking Systems for all fundraising processes and activities throughout the year

### **Reporting**

- Liaison with schools to create Reports on our progress

### **Experience**

- Bachelor's degree
- 2 or more years of relevant work experience

- Demonstrated success in investing Stakeholders, Project Planning and Execution, Resource Allocation and Optimization, Operations and Evaluation

### **Competencies**

- Ability to work on multiple projects at the same time
- Ability to build effective relationships with Stakeholders
- A strong, professional Work Ethic and the ability to work in Teams
- Strong written and oral communication skills
- A willingness to continuously learn, develop and strengthen skills
- A strong sense of independence and motivation