

Head of Resource Mobilization, India

Organization:

FIND, the global alliance for diagnostics is established in India as an independent non-profit created under Section 8 (Indian) Companies Act, 2013 with an office in New Delhi and partners and consultants throughout the country. FIND India works across the value chain of diagnostics development and delivery, linking affordable, easy-to-use tests with effective treatment and with disease surveillance, control, and elimination efforts. FIND India has over 13 years of implementation experience. By virtue of our work across diseases, FIND shares a close working relationship with central government bodies including the Indian Council of Medical Research (ICMR), National TB Elimination Program (NTEP), and National Viral Hepatitis Control Program (NVHCP), and various state authorities. FIND India also increasingly looks at private-sector health care providers as an important component of a public health strategy.

FIND India is a subsidiary of the Geneva-based coordination hub for FIND globally. We connect countries and communities, funders, decision-makers, healthcare providers, and developers to spur diagnostic innovation and make testing an integral part of sustainable, resilient health systems. Globally, we are working to save 1 million lives through accessible, quality diagnosis, and save US\$1 billion in healthcare costs to patients and health systems. We are co-convenor of the Access to COVID-19 Tools (ACT) Accelerator diagnostics pillar and a WHO Collaborating Centre for Laboratory Strengthening and Diagnostic Technology Evaluation.

For more information, please visit www.finddx.org

Location: Delhi/Mumbai

Background and Overall objective:

FIND India is a growing organization with a vibrant portfolio of public health projects funded through institutional as well as corporate donors. The FIND India portfolio spans TB, viral hepatitis, antimicrobial resistance, outbreaks, pandemic preparedness (including for the ongoing Covid-19 pandemic), and fevers. Going forward, FIND India would like to build programs across non-communicable diseases and drive health systems by strengthening interventions and projects that address maternal and child health issues. We recognize that delivering impact and becoming sustainable requires us to have an India-focused funding model.

FIND India's donor list (former and present) includes notable donors such as the Global Fund, Bill and Melinda Gates Foundation, Stop TB Partnership, USAID, and CDC as well as corporate donors such as Gilead Sciences, Johnson & Johnson Private Limited, PepsiCo, Optum India, Tetrapak India, and others. FIND is now seeking to further increase its donor pool and explore funding for its ever-expanding portfolio of projects with a special focus on corporate and public sector undertaking (PSU) donors via the corporate social responsibility (CSR) funding route. FIND India would also like to create a portfolio funded through central

/ state government contracts in areas of its expertise as well as explore opportunities related to fee-for-service arrangements with the private sector including diagnostic manufacturers.

Job description:

In line with FIND India's strategic objectives, the incumbent should be a senior-level executive who is well networked and have experience in mobilizing significant resources across corporates, bilateral and multilateral organizations, private foundations, and other institutes of relevance. In addition to leading engagement with potential donors, the resource mobilization lead will hands-on manage proposal development aligned to FIND's strategy and to the partner's interest. The incumbent should have experience and skills in business development and strategy, donor landscaping, communication, maintaining records and databases of donors, developing successful grant applications, coordinating, and reviewing proposals to ensure a high rate of success. S/he will work with FIND's technical/programmatic team to understand FIND's value proposition, areas of focus, and project ideas and to gain their input towards proposal finalization. Experience in business development and development bank financing can be a strong asset to help strategically develop programs at scale. **The position will report to the Country Head, FIND India, and Vice President – External Affairs, FIND.**

The purpose of this role is to create and lead robust and diversified fundraising and revenue strategy for FIND India. Whilst focused on seeking corporate, PSU, and institutional donors, funding in-roads into retail/family foundations/High Net/worth Individuals or other types of donor institutes are also welcome. The primary responsibilities for this position are as follows:

1. Development of a diversified fundraising and revenue strategy for FIND India to fulfill funding gaps in existing programs and new strategic areas (with inputs from the FIND's external affairs and RM team, Country Head, and technical team)
2. Translating approved strategy into an actionable plan and owning delivery of FIND India's fundraising objectives
3. Ensuring diversity across donor types with the use of a stakeholder analysis approach to inform fundraising activity
4. Leading donor relations and being able to independently lead external meetings supported by FIND's technical team as required
5. Forging new donor relations, maintaining strong relations with the donor pool over time creating a strong partner fulfilment strategy with reports, presentations, PR, and social media approaches (in coordination with the communications team)
6. Leading coordination to develop, finalize and submit project proposals including high-quality multi-year proposals in consultation with FIND's global team
7. Referring relevant global opportunities to FIND's global resource mobilization team and participating in its development
8. Maintaining a thorough database of donors, proposals, and agreements on FIND's CRM
9. Supporting FIND's communications team to deliver impactful communications content to inform donors on FIND India's programmatic progress and impact
10. Any other activities as mutually decided

Skills and experience required:

- Postgraduate/Masters in sales, business development, marketing, development studies, related fields, or MBA from Tier 1 institutes
- Experience: minimum of 10 years of experience in fundraising in India or globally, preferably in the domain of public health or related areas or commercial experience with strong links to non-profits or public health

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- Experience as a member of a senior management team
- A track record of responsibility for USD 10 million or more annual revenue from a diversified donor or client base
- Demonstrated ability to conceptualize, plan and implement a strategic approach to securing revenue, including setting realistic goals.
- Excellent written and oral communication skills must be able to effectively interact with international and domestic donors.
- Creative/innovative; develop new and unique ways to improve the finances of the organization and to create new opportunities
- Comprehensive understanding of India's fundraising landscape, legal and regulatory environment, campaign /project, and nurturing fundraising methods
- Understanding and experience in business deals and financing a plus

Nature of Appointment:

Full time

Compensation offered:

The gross remuneration budgeted for the position shall be commensurate with the qualifications, experience, and salary history, of the selected candidate.

Deadline to send your application:

Please mail a motivation letter, a detailed resume, and three references to HR-IN@finddx.org by **16 May 2022**.

But don't wait until the deadline! We will start screening right away and if we find the right person, we will stop searching.