



Job Description: Manager – Fundraising

About Arghyam

Arghyam is a charitable organization set up in 2005 with an endowment from Rohini Nilekani with the vision of Safe Sustainable Water for All. Over the last 20 years, Arghyam has supported Government and civil society organizations in 140 projects in 22 states across the country in diverse areas of groundwater, springs, water quality and rural sanitation. The work and body of knowledge generated by partnerships has shaped policy narratives, launched national and state level programs while directly impacting the lives of over 6 million people. Arghyam also runs the India Water Portal, an open knowledge platform for the sector.

Arghyam’s mission is to strengthen government systems using technology to scale participatory approaches in water security programs.

Here is an exciting opportunity to influence large scale societal impact. We are working on designing a unified, Digital Public Infrastructure (DPI) for the Government of India’s Jal Jeevan Mission to enable innovation, empower frontline and communities and create choice in digital tools for states while allowing them to leverage the existing infrastructure and observability of on ground processes to all the stakeholders from the communities to the center.

About the Position

Join us at Arghyam for a transformative opportunity that offers a chance to make a profound societal impact. As we embark on an ambitious journey to build sustainable models for rural water security, your role as a Fundraising Manager will be at the heart of building the big picture narratives to the donor community and to resource the mission. You will be positioned at Arghyam’s Bengaluru Office.

We are looking for a motivated, passionate and hands-on Fundraising Manager to play a key role in supporting and executing the organization’s fundraising efforts. You will be responsible for mapping the donor landscape, research, cultivating donor relationships, drafting proposals and pitch decks, designing impactful fundraising campaigns, and ensuring the achievement of financial goals. The ideal candidate will have excellent communication skills – both written and oral, some experience in fundraising, consulting, sales or account management and a passion for advancing the mission of Arghyam.

Roles and Responsibilities:

- **Research and analysis**
 - Study corporations, HNIs and foundations that can be potential donors
 - Analyze costs, budgets and program spends proposed for funding and report.



- **Lead Generation**
 - Identify opportunities, support the lead generation, pitching, closures, and onboarding of funding collaborations
 - Lead as account manager on collaborations, create & nurture partnerships and relationships
- **Communication**
 - Write grant applications, fundraising proposals and pitch decks to convey the organization's vision, mission and initiatives
 - Draft MoUs for partnerships, manage and track proposals, database of donors.
 - Support communications team with information to document success stories, results and outcomes.

Skills and Qualifications

- Master's or Bachelor's degree or equivalent in Commerce, Business, Marketing, or related field
- 5-8 years of work experience in a consulting, sales or business development role with exposure to the social sector. Familiarity with the water sector is a plus
- Excellent verbal and written communication skills
- Ability to work independently and meet deadlines. Fast learner with a high ownership of goals and tasks.
- Analytical skills and good with building business cases, presentations and proposals.
- Digital savvy and ability to use AI/digital tools for design, data analysis & visualisation.
- Strong interpersonal and project management skills.

What you'll love about us

- Engaging and enabling work culture
- Opportunity to be a part of creating India's digital public infrastructure for the water sector
- Influence the resourcing of big ideas to solve the water problems in the country

Female candidates are strongly encouraged to apply.

Compensation: Competitive and commensurate with experience and abilities.

Location: Bangalore

To apply for this post, please e-mail your updated resume to: jobs@arghyam.org with a mandatory subject line **"Application for the post of Manager- Fund Raising"**.