Janaagraha

Associate Director - Development in Delhi & Bengaluru | Janaagraha

New Delhi, Delhi, Bengaluru, Karnataka · contract · lead level · Competitive · Closes 5 Dec 2026

Application Assist →

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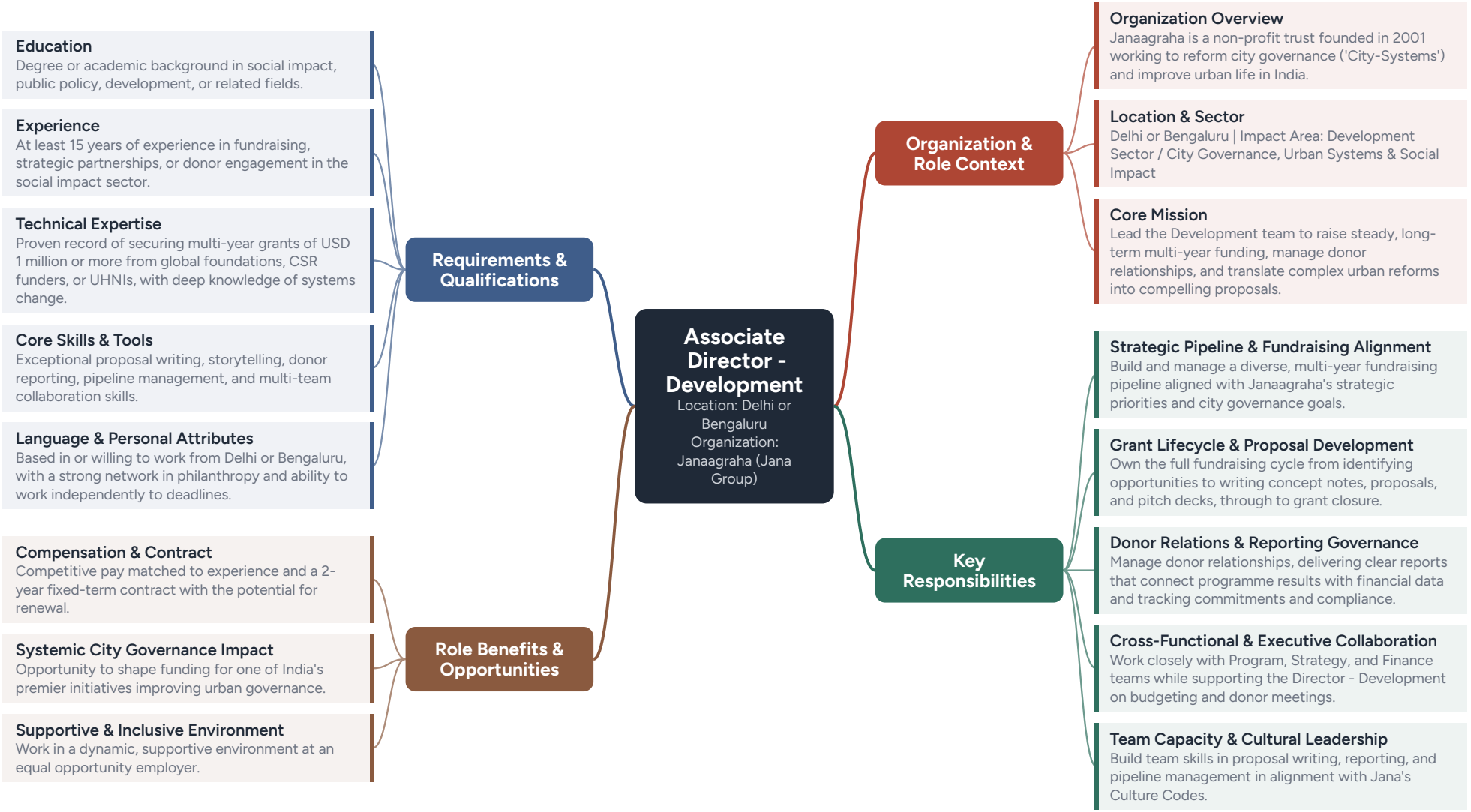

Skills this role needs

Institutional Fundraising	Grant Proposal Writing	Donor Stewardship	Pipeline Management	Storytelling

Job description

Janaagraha

Janaagraha is a non-profit trust, set up in 2001, that works to improve the quality of life in India's cities and towns. It helps citizens take an active part in their neighbourhoods and works with governments to reform how cities are run, which it calls "City-Systems". Janaagraha is part of the Jana Group, a family of not-for-profit institutions working to fix India's cities through city planning, municipal services, banking for the urban poor and affordable housing. Its work on citizen participation and city governance runs through the Janaagraha Centre for Citizenship and Democracy (JCCD). This role sits within Janaagraha's Development team, which raises funds and looks after donor relationships for the organisation's programmes.

Role

The Associate Director - Development will help Janaagraha raise steady, long-term funding for its work on city governance. Reporting to the Director - Development, you will turn complex reform work into clear, convincing proposals that funders want to support. You will run the full fundraising cycle, keep donors well informed, and make sure the fundraising pipeline runs with discipline and on time.

Responsibilities

- Turn the organisation's priorities into a clear, practical fundraising pipeline that is diverse and matched to multi-year programme goals.
- Own each fundraising cycle from start to finish: finding opportunities, writing proposals, submitting them and closing the grant.
- Write strong concept notes, proposals and pitch decks that reflect Janaagraha's systems-change approach to city governance.
- Manage ongoing donor relationships with a focus on delivery, reporting and long-term engagement.
- Deliver clear, timely donor reports that link programme results with financials, and track commitments, renewals and compliance across all grants.
- Work closely with the Program, Strategy and Finance teams so that fundraising matches programme plans.
- Support the Director - Development on strategic planning, budgeting, key donor meetings and how the organisation presents itself to funders.
- Build the team's skills in proposal writing, donor reporting and pipeline management, and help grow a culture in line with Jana's Culture Codes.

Requirements

- At least 15 years of experience in fundraising, strategic partnerships or donor engagement in the social impact sector.
- A proven record of securing large multi-year grants of USD 1 million or more from global philanthropic foundations, CSR (corporate social responsibility) funders or UHNIs (ultra high net worth individuals).
- A deep understanding of systems change approaches and how to explain them simply to funders.
- Excellent writing and storytelling skills, with a portfolio of successful proposals.
- The ability to work independently, meet deadlines and work well with many different teams.
- A strong network within the philanthropic world is a plus.
- Based in, or willing to work from, Delhi or Bengaluru.

Benefits

- Competitive pay matched to your experience and qualifications.
- A two-year fixed-term contract with the chance of renewal.
- A dynamic, supportive work environment at an equal opportunity employer.
- The chance to shape funding for one of India's best-known efforts to improve how cities are run.

Apply

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About the organisation

Janaagraha

Urban Governance and Civic Participation

janaagraha.org ↗
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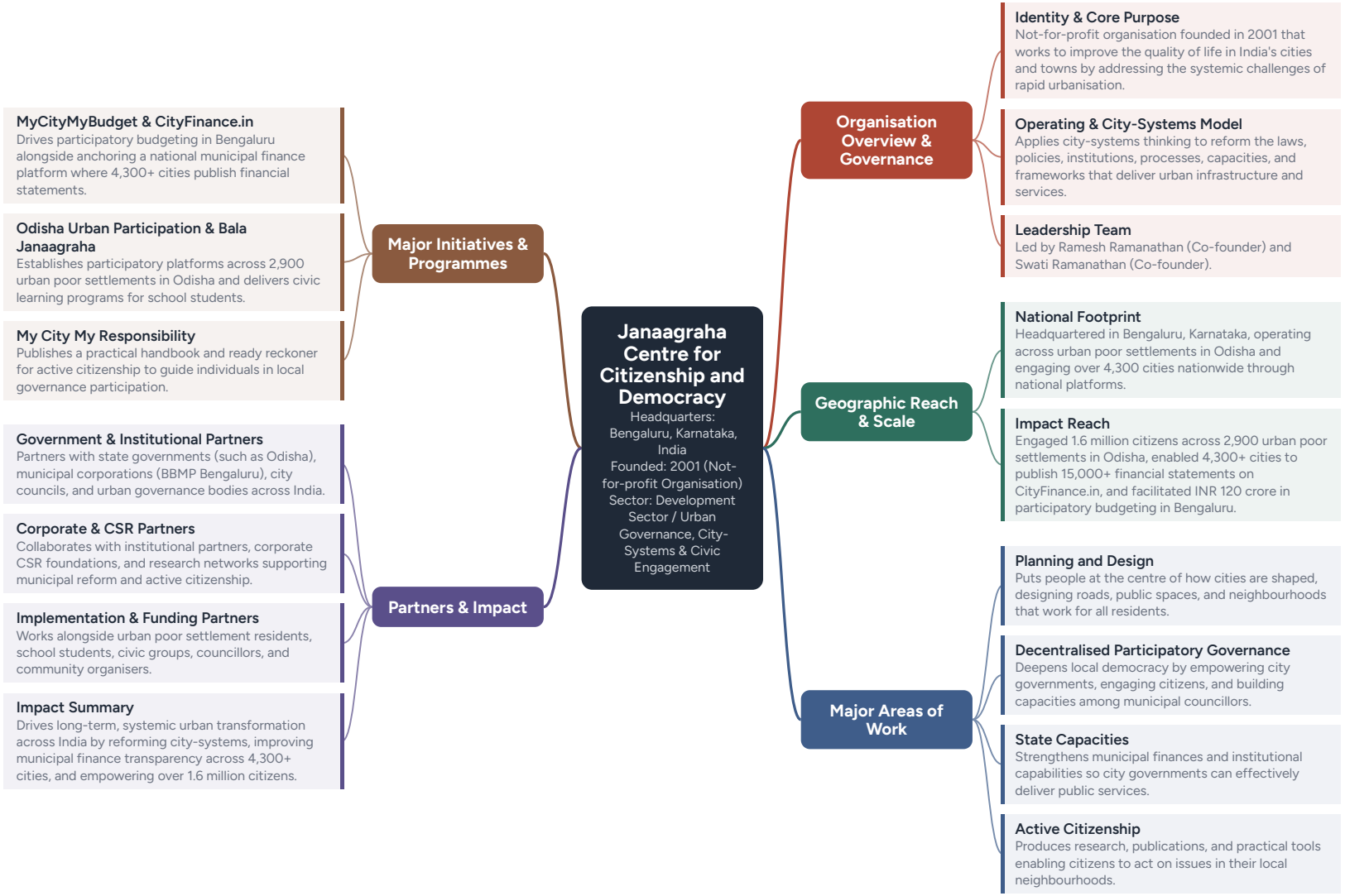

About Janaagraha

Janaagraha Centre for Citizenship and Democracy is a not-for-profit organisation founded in 2001 that works to improve quality of life in India's cities and towns. It works on how cities are planned, designed, governed and funded, so that they work for everyone who lives in them. The organisation says that India's urbanisation has outpaced its ability to govern cities, and notes that 814 million Indians are expected to live in cities by 2050. Its answer is what it calls city-systems thinking. This means fixing the laws, policies, institutions, processes, capacities and frameworks that deliver urban infrastructure and services, not only the infrastructure and services themselves. Its work aims to build trust and engagement between governments, councillors and citizens so they can build inclusive neighbourhoods and cities together.

> *Headquarters: Bengaluru, Karnataka, India*

Major Areas of Work

- Planning and Design: Putting people at the centre of how cities are shaped, with roads, public spaces and neighbourhoods that work for all.
- Decentralised Participatory Governance: Deepening democracy at the local level through empowered city governments, engaged citizens and capable councillors.
- State Capacities: Strengthening municipal finances and the capacities of institutions so cities can deliver services.
- Active Citizenship: Producing research, publications and practical tools that help citizens act on issues in their neighbourhoods.

Major Initiatives and Programmes

- MyCityMyBudget: A participatory budgeting initiative in Bengaluru that brings citizens' priorities into the city's budget allocations.
- CityFinance.in: A national municipal finance platform where cities publish their financial statements, making urban public finances more transparent.
- Participation in Odisha's urban poor settlements: Work to set up platforms through which residents of urban poor settlements in Odisha take part in local decisions.
- Bala Janaagraha: A civic learning programme for school students that teaches them about local government and civic issues.
- My City My Responsibility: A handbook for active citizenship, written as a ready reckoner to help individuals become active citizens whatever their experience or expertise.

Impact

Janaagraha states that it has set up platforms for participation for 1.6 million citizens in 2,900 urban poor settlements in Odisha. It cites INR 120 crore allocated by Bengaluru through MyCityMyBudget in FY 2020-21. It also reports that more than 4,300 cities have published over 15,000 financial statements on CityFinance.in.

Leadership

- Ramesh Ramanathan, Co-founder
- Swati Ramanathan, Co-founder

Janaagraha suits people who want to work on how Indian cities are run, not just on a single service or project. Its work covers urban design, local democracy and municipal finance, and combines research and policy, capacity building with governments, and work with citizens. Staff work with city governments, councillors, state departments and residents, so they get exposure to policy, public finance and community mobilisation at the same time. It is a good fit for urban planners, policy and finance professionals, researchers and community organisers who want to work on long-term, systemic change in Indian cities.

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