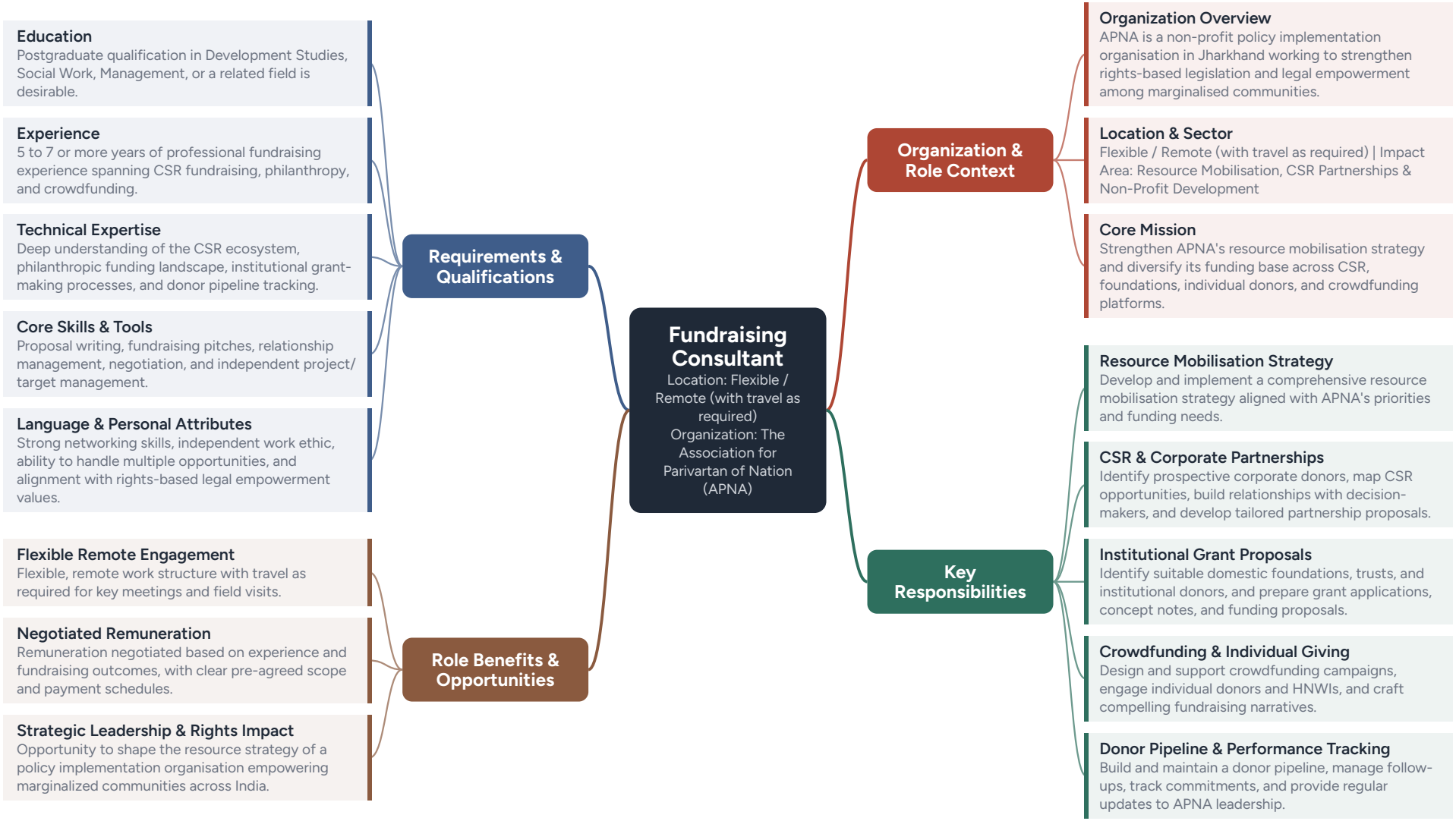
Association for Parivartan of Nation (APNA)

Fundraising Consultant | APNA

Remote · full-time · senior level

Application Assist →

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Skills this role needs

Fundraising Strategy	CSR Partnerships	Grant Writing	Donor Relationship Management	Crowdfunding

Job description

APNA

The Association for PARIVARTAN of Nation (APNA) is a non-profit policy implementation organisation working to strengthen rights-based legislation and legal empowerment among marginalised communities. It works at the meeting point of law, governance, technology and community engagement, acting as a bridge between statutory entitlements and what actually happens on the ground. APNA's approach treats marginalised individuals not as passive recipients of welfare, but as active rights-holders and co-architects of accountability and inclusive systems. APNA is an equal opportunity employer and strongly encourages applications from first generation learners, and candidates from LGBTQIA+ communities, persons with disabilities, Dalit, Adivasi, Pasmanda Muslim and other marginalised communities.

Role

A Fundraising Consultant who will strengthen APNA's resource mobilisation strategy and diversify its funding base, identifying and securing funding from CSR initiatives, philanthropic foundations, individual donors and crowdfunding platforms, while building a sustainable fundraising pipeline with APNA's leadership and programme teams.

Responsibilities

- Develop and implement a resource mobilisation strategy aligned with APNA's priorities and funding needs
- Identify prospective corporate donors, map CSR opportunities, build relationships with decision makers and develop tailored partnership proposals
- Identify suitable domestic foundations, trusts and institutional donors, and prepare grant applications, concept notes and funding proposals
- Design and support crowdfunding campaigns, engage individual donors and high net worth individuals, and develop compelling fundraising narratives
- Build and maintain a donor pipeline, manage follow ups, and strengthen long term funding partnerships
- Track fundraising opportunities, proposal submissions, funding commitments and outcomes, and give APNA's leadership regular updates

Requirements

- 5 to 7 or more years of professional fundraising experience, spanning CSR fundraising, philanthropy and crowdfunding
- Proven track record of successful fundraising, such as funds raised, grants secured, corporate partnerships built or crowdfunding campaigns delivered
- Strong understanding of the CSR ecosystem, the philanthropic funding landscape and institutional grant making processes
- Proven ability to create high quality proposals, fundraising pitches and donor communication materials
- Strong relationship management, negotiation, communication and networking skills
- Able to work independently, manage multiple opportunities at once, and deliver against agreed fundraising targets
- A postgraduate qualification in development studies, social work, management or a related field is desirable, though not required

Benefits

- Flexible, remote engagement with travel as required
- Remuneration negotiated based on experience and fundraising outcomes, with scope, deliverables and payment schedule agreed before starting

- Opportunity to shape the fundraising strategy of a policy implementation organisation working on rights-based legislation and legal empowerment for marginalised communities

Apply

Check your fit for the role and receive the apply link in your mailbox.

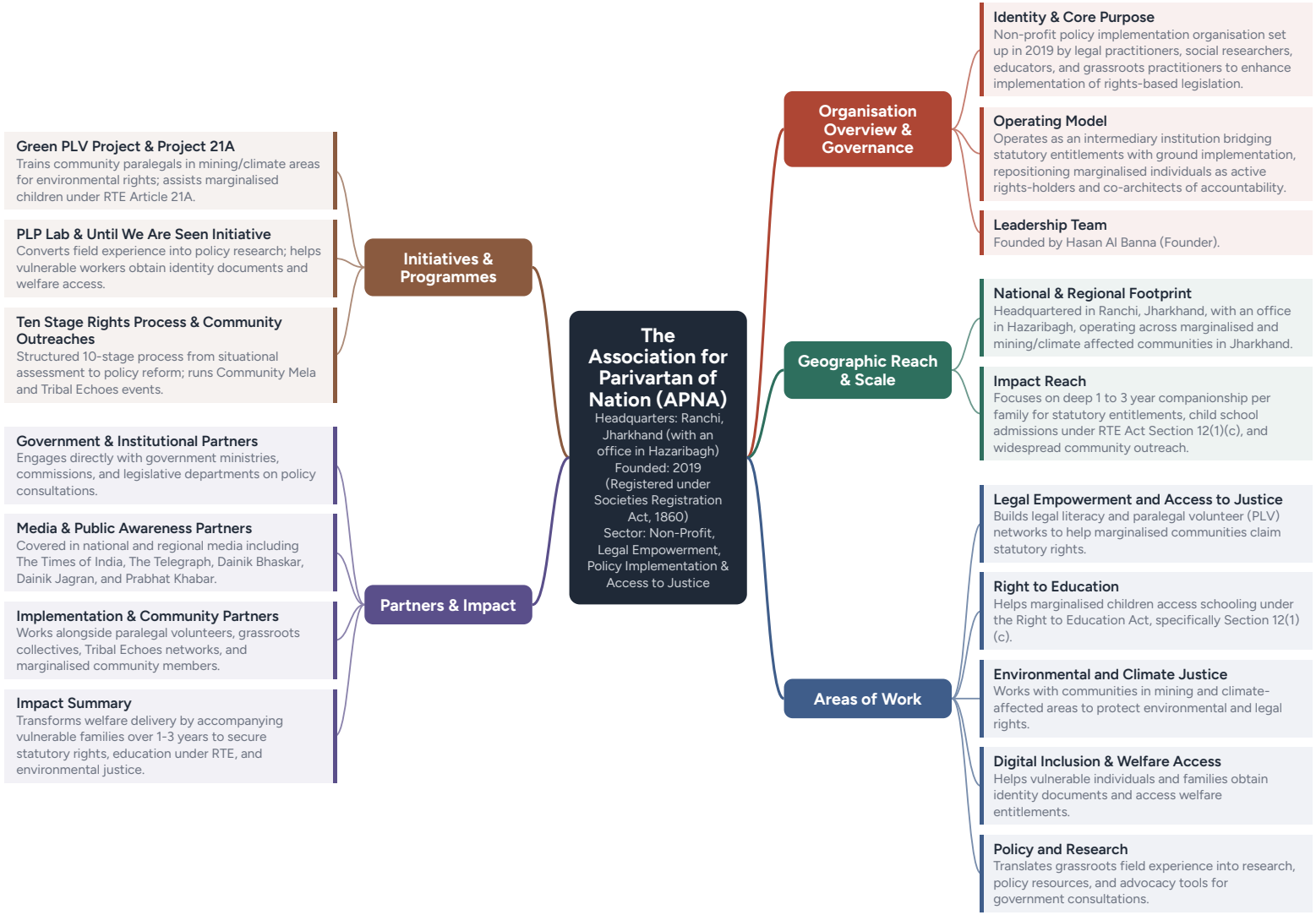
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About the organisation

Association for Parivartan of Nation (APNA)

Governance and Legal Empowerment

parivartan.org ↗
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About Association for Parivartan of Nation (APNA)

The Association for Parivartan of Nation (APNA) is a non-profit policy implementation organisation set up in 2019 by a collective of legal practitioners, social researchers, educators and grassroots practitioners, and registered under the Societies Registration Act, 1860 in Jharkhand. APNA focuses on enhancing the implementation of rights-based legislation and promoting legal empowerment among marginalised communities. It operates at the intersection of law, governance, technology and community engagement, working as an intermediary institution that bridges statutory entitlements with on-the-ground implementation. Central to APNA's approach is repositioning marginalised individuals not as passive recipients of welfare, but as active rights-holders and co-architects of entitlements, accountability and inclusive institutional frameworks. Its work spans governance, education and access to justice, with a focus on Scheduled Tribes, Scheduled Castes, Other Backward Classes, persons with disabilities and other marginalised communities.

Youtube Video >

> *Headquarters: Ranchi, Jharkhand (with an office in Hazaribagh)*

Areas of Work

- Legal Empowerment and Access to Justice: builds legal literacy and paralegal volunteer networks to help communities claim statutory rights.
- Right to Education: helps marginalised children access schooling under the Right to Education Act, including Section 12(1)(c).
- Environmental and Climate Justice: works with communities in mining and climate affected areas on environmental rights.
- Digital Inclusion: helps vulnerable individuals and families access identity documents and welfare entitlements.
- Policy and Research: turns grassroots experience into research, policy resources and advocacy tools, and engages with government ministries, commissions and legislative departments on policy consultations.

Initiatives & Programmes

- Green PLV Project: trains community paralegal volunteers in mining and climate affected areas to support environmental and legal rights.
- Project 21A: helps marginalised children realise their Right to Education under Article 21A of the Constitution.
- PLP Lab: converts grassroots field experience into research, policy resources and advocacy tools.
- Until We Are Seen Initiative: helps vulnerable workers and families obtain identity documents and access welfare schemes.
- Ten Stage Rights Process: a structured process running from situational assessment and stakeholder mapping through legal literacy, claim recognition, remedies, compliance monitoring and policy reform.
- Community Mela and Tribal Echoes: community outreach events connecting APNA's legal empowerment work with tribal communities.

Impact

APNA documents individual family level outcomes rather than large scale beneficiary counts on its website, including a featured case of a family supported from 2021 over three years that ended in a child's admission under the Right to Education Act, with support described as running 1 to 3 years of companionship per family. The organisation has been covered in national and regional media including The Times of India, The Telegraph, Dainik Bhaskar, Dainik Jagran and Prabhat Khabar, and it engages directly with government ministries, commissions and legislative departments on policy consultations.

Leadership

Founder – Hasan Al Banna

APNA is an excellent fit for professionals passionate about legal empowerment, rights-based governance and grassroots access to justice in India.

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