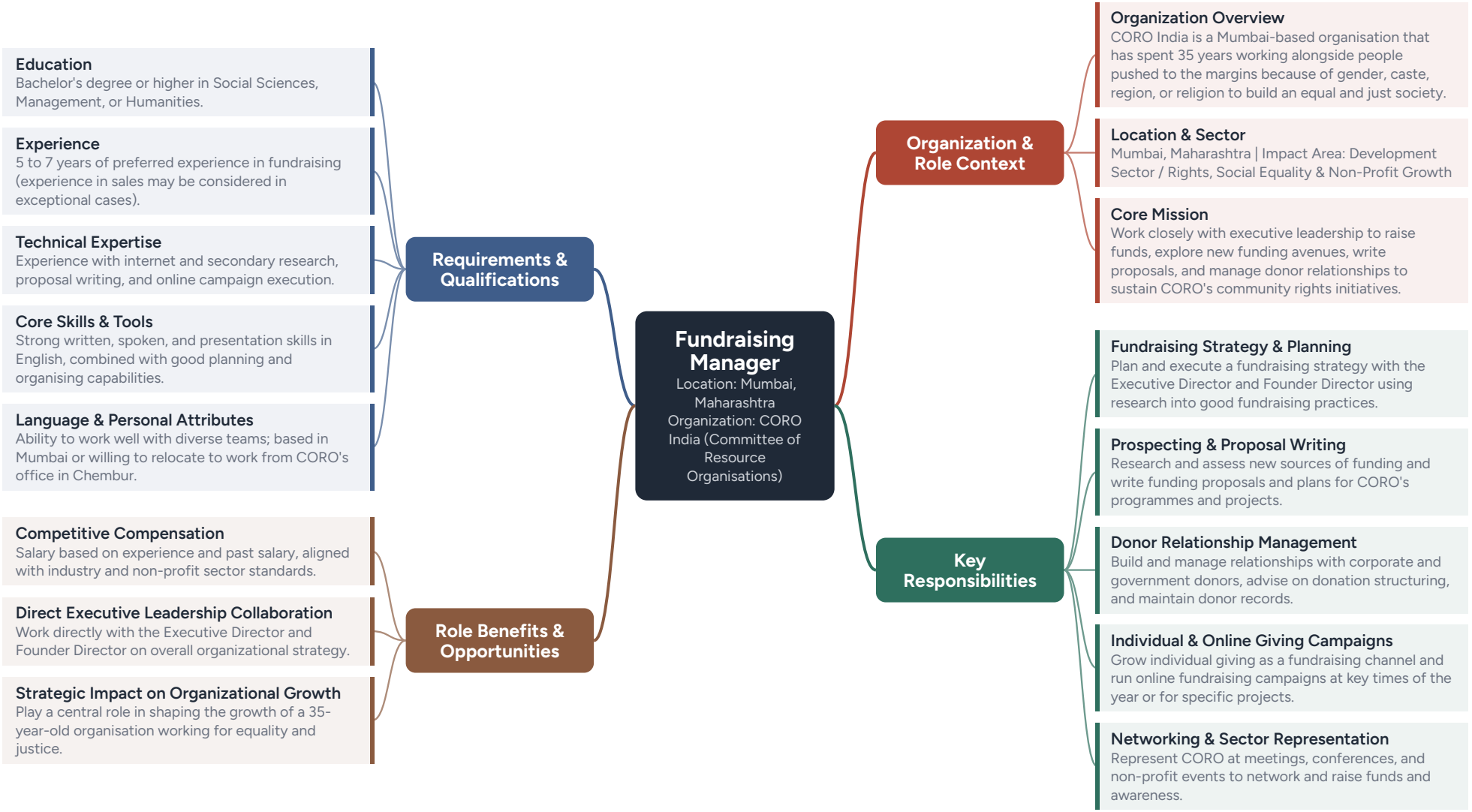
CORO India

Fundraising Manager in Mumbai | CORO India

Mumbai, Maharashtra · full-time · senior level · Competitive

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Skills this role needs

Fundraising strategy	Proposal writing	Donor relationship management	Prospect research	Online fundraising campaigns

Job description

CORO India

CORO India is a Mumbai-based organisation that has spent 35 years working alongside people who are pushed to the margins because of their gender, caste, region or religion. It helps them learn about their rights and take the steps to claim them. Its vision is an equal and just society, built by people who know their rights and can access them.

Role

As Fundraising Manager, you will work closely with the Executive Director and Founder Director to raise the money that keeps CORO's work going. You will find new sources of funding, write proposals, look after donor relationships, and build new ways for individuals to give, including online. This is a central role in CORO's growth, and the funds you bring in will directly support communities claiming their rights.

Responsibilities

- Plan and carry out a fundraising strategy with the Executive Director and Founder Director, using research into good fundraising practice.
- Research and assess new sources of funding to find the best fit for CORO's work.
- Write funding proposals and plans for CORO's programmes and projects, and submit them to potential donors.
- Build and manage relationships with current and potential donors, including companies and government bodies, and plan ways to keep them engaged.
- Advise on how donations are structured and tracked, and keep donor records and statistics up to date.
- Grow individual giving as a fundraising channel, with regular updates and contact for individual donors.
- Run online fundraising campaigns at key times of year or for specific projects.
- Represent CORO at meetings, conferences and nonprofit events, and network with others in the sector to raise funds and awareness.

Requirements

- A bachelor's degree or higher in Social Sciences, Management or Humanities.
- 5 to 7 years of experience in fundraising is preferred, though experience in sales may be considered in exceptional cases.
- Strong written, spoken and presentation skills in English.
- Some experience with internet and secondary research.
- Good planning and organising skills, and the ability to work well with diverse teams.
- Based in Mumbai or willing to relocate, as the role works from CORO's office in Chembur.

Benefits

- Salary based on your experience and past salary, in line with industry and nonprofit sector standards.
- Work directly with the Executive Director and Founder Director on the organisation's strategy.
- A key role in shaping the growth of a 35-year-old organisation working for equality and justice.

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About the organisation

CORO India

Gender Justice and Community Development

coroindia.org ↗

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About CORO India

CORO India is a Mumbai-based organisation that works with people who face marginalisation because of gender, caste, region or religion. It says its vision is a society rooted in equality and justice, free from discrimination in its various forms. It was founded in 1989 as the Committee of Resource Organisations to promote adult literacy in low-income urban communities. It later became a resource organisation on gender, violence and community development. In its early years it was led by people from outside the communities it worked with, and it has since become community-led, with leadership teams from marginalised communities, particularly women. CORO describes this approach as a shift for the development sector that keeps its work relevant and practical and its impact lasting.

> *Headquarters: Mumbai, Maharashtra, India*

Major Areas of Work

- Grassroots Leadership: Finding and training leaders from marginalised communities, particularly women, to lead change in their own communities.
- Gender Justice and Safety: Work on women's empowerment, safety and violence, and on gender equity with young men, young women and school students.
- Land, Forest and Livelihood Rights: Campaigns for women's joint property rights, community forest rights and rural employment, and support for a women-led credit cooperative in Osmanabad.
- Local Governance and Civic Participation: Supporting community leaders to stand in Gram Panchayat elections, serve on state government committees and take part in voter engagement.
- Networks and Resource Support: Acting as a resource organisation for government and partner groups, and running a network of NGOs and community-based organisations in Maharashtra and Rajasthan.

Major Initiatives and Programmes

- Grassroots Leadership Development Model: CORO's model for finding and training leaders from marginalised communities so they can lead change where they live.
- Gender Equity Movement in Schools (GEMS): A school-based gender equity programme that grew out of CORO's research with young men and women. The Government of Maharashtra adopted it in its Meena Raju Manch programme, with UNICEF support and CORO as resource partner.
- Single Women Campaign (Ekal Mahila): Organising work with single women in Marathwada, supported by EdelGive Foundation, which received the FICCI Award on Women Empowerment.
- Joint Property Rights Campaigns: Campaigns that help women get joint ownership of family property.
- Community Forest Rights and MREGS Campaigns: Campaigns in Vidarbha on community forest rights and the rural employment guarantee scheme. CORO states they helped seven villages get community forest rights titles over 995.1 hectares of forest land.
- Mahila Mandal Federation: A federation of community women's groups that formed through CORO's work on women's empowerment and safety. It is now an independent, women-led local organisation with more than 10,000 members.

Impact

CORO states that its grassroots leadership model has produced over 1,300 leaders, and that 218 of its leaders have won Gram Panchayat elections, including 68 from its Single Women Campaign. It reports that 6,922 women have secured joint property rights through its campaigns, and that it runs a network of more than 300 NGOs and community-based organisations across Maharashtra and Rajasthan. Its school-based gender programme with the Government of Maharashtra and UNICEF covers 25,000 schools. It maintains partnerships with the Government of Maharashtra, UNICEF and EdelGive Foundation, and holds Platinum Certification from GuideStar India for transparency and statutory compliance.

CORO suits people who want to work alongside community leaders rather than run programmes on their behalf. Much of its leadership comes from the communities it serves, particularly women, so lived experience shapes how the work is planned and done. The work ranges from low-income urban communities to rural districts such as Marathwada and Vidarbha. It covers rights campaigns, local governance, school-based gender work with government and network building with grassroots groups. It is a good fit for people committed to gender and caste justice who want hands-on exposure to community organising and advocacy at both the grassroots and state level.

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