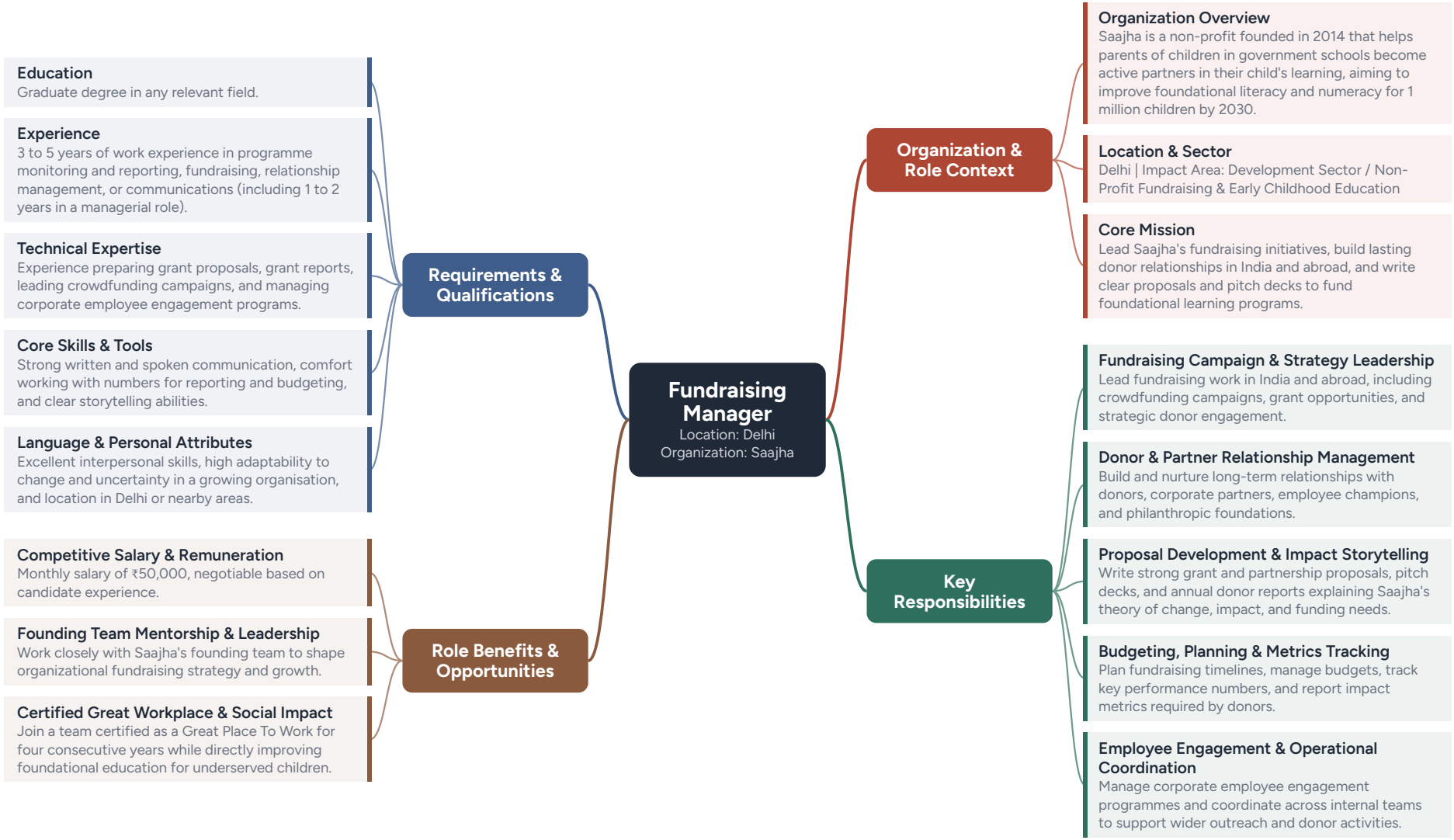
Saajha

Fundraising Manager in New Delhi | Saajha | ₹6 LPA

New Delhi, Delhi · full-time · mid level · ₹50,000 /month

Application Assist →

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Skills this role needs

Grant proposal writing	Donor relationship management	Crowdfunding campaigns	Donor reporting and impact data	Pitch deck preparation

Job description

Saajha

Saajha is a nonprofit that helps parents of children in government schools become partners in their child's learning. Founded in 2014, it believes parents are a child's first and most influential teachers, and it works with families, schools and communities so that children can read, write and do basic maths well. Saajha has worked across more than 2,000 schools in Delhi, Maharashtra, Jharkhand and Karnataka, supporting parents through phone calls, WhatsApp and visits in the community. Its goal is to improve the foundational literacy and numeracy of 1 million children from low-income communities by 2030. Its work has been recognised by the Echoing Green Fellowship, Forbes India and NASSCOM (National Association of Software and Service Companies), and it has been certified as a Great Place To Work for the past four years.

Role

As Fundraising Manager, you will lead Saajha's fundraising and work closely with the founding team to raise funds in India and abroad. You will build lasting relationships with donors, companies, foundations and employee champions, and tell Saajha's story through clear proposals, pitch decks and reports. The role suits someone who writes and speaks persuasively, is comfortable with numbers, and can stay steady in a young organisation that is still testing what works best.

Responsibilities

- Lead fundraising in India and abroad, including crowdfunding campaigns, grant opportunities and donor engagement.
- Build and nurture relationships with donors, employee champions, corporate partners and philanthropic organisations.
- Write strong grant and partnership proposals that explain Saajha's theory of change, its impact and its funding needs.
- Prepare pitch decks and donor reports through the year, combining numbers and stories into a clear narrative.
- Plan fundraising work ahead of time, including budgets and reporting timelines.
- Track and report the numbers and impact figures that donors need.
- Manage employee engagement programmes with corporate partners.
- Coordinate with the operations team and other teams on donor engagement, and support wider outreach and partnership building.

Requirements

- A graduate degree in any relevant field.
- 3-5 years of work experience in programme monitoring and reporting, fundraising, relationship management or communication, in a company or a nonprofit, including 1-2 years in a managerial role.
- Experience preparing grant proposals and grant reports.
- Experience leading crowdfunding campaigns and comfort managing employee engagement programmes.
- Strong spoken and written communication, with the ability to explain Saajha's work and needs clearly in conversations, proposals and emails.
- Comfort working with numbers for reporting, budgeting and planning.
- Excellent people skills, the ability to work with people from different backgrounds and with other teams, and comfort with change and uncertainty.
- Based in Delhi or nearby areas.

Benefits

- A monthly salary of ₹50,000, negotiable for the right candidate.

- Work closely with Saajha's founding team and shape how the organisation raises funds.
- Join a team certified as a Great Place To Work for the past four years.
- Help improve learning for children from low-income communities by supporting their parents.

Apply

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

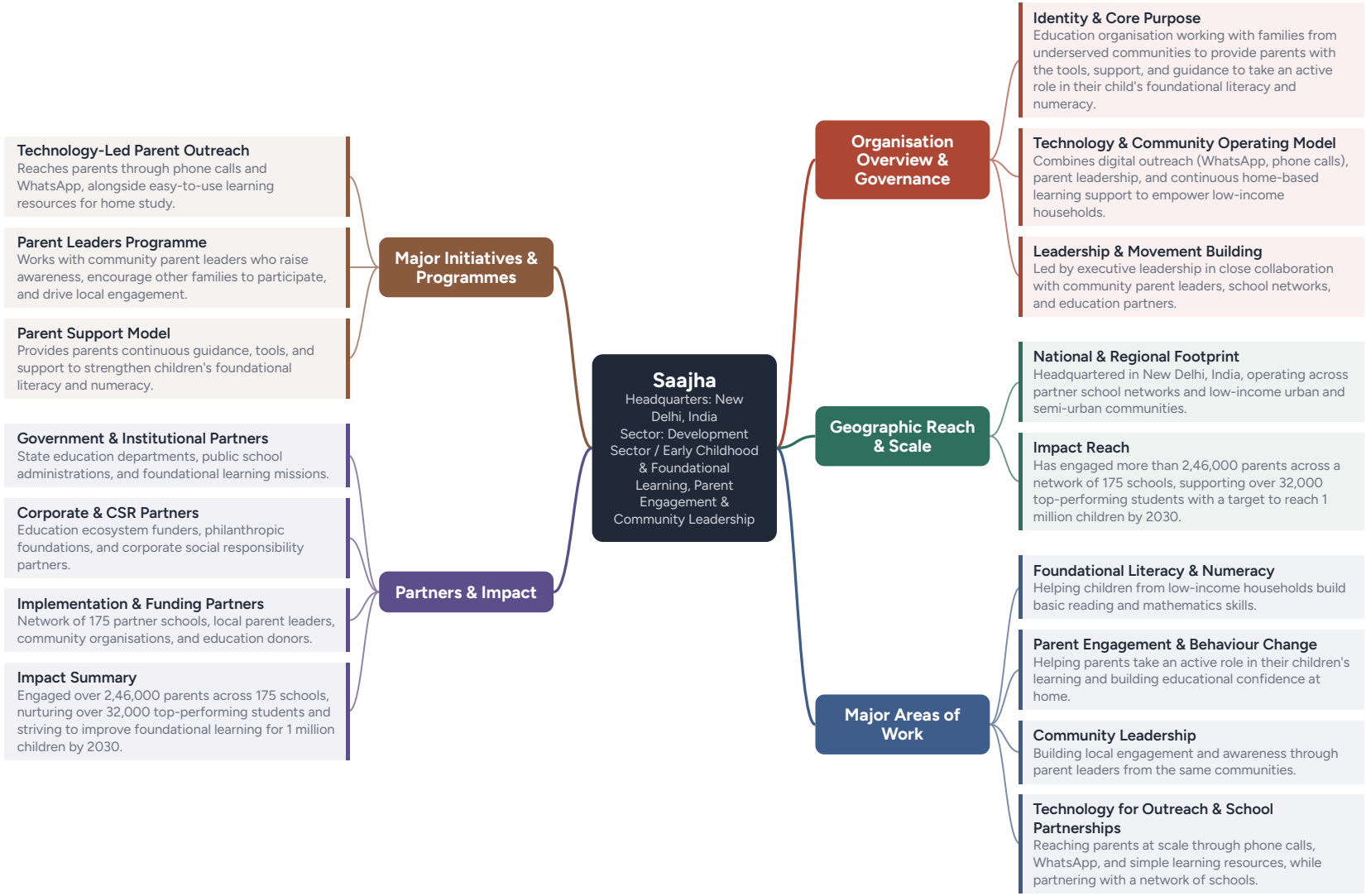
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About the organisation

Saajha

Education

saajha.org ↗
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About Saajha

Saajha is an education organisation that works with families from underserved communities to improve children's learning. Its work starts from the idea that every parent wants the best for their child, and it aims to give parents the tools, support and guidance to take an active part in their child's education. Its focus is foundational literacy and numeracy for children from low-income households. Saajha describes its approach as a mix of technology, community leadership and continuous support for parents. It has set a goal of helping 1 million children from low-income households improve their foundational literacy and numeracy by 2030.

Major Areas of Work

- Foundational literacy and numeracy: Helping children from low-income households build basic reading and maths skills.
- Parent engagement: Helping parents take an active role in their children's learning and confidence.
- Community leadership: Building local engagement and awareness through parents from the same communities.
- Technology for outreach: Reaching parents at scale through phone calls, WhatsApp and simple learning resources.
- School partnerships: Working with a network of schools to reach families and support learning.

Major Initiatives and Programmes

- Technology-led parent outreach: Reaches parents through phone calls and WhatsApp, along with easy-to-use learning resources they can use at home.
- Parent Leaders: Works with parent leaders from communities who raise awareness, encourage other families to take part and drive local engagement.
- Parent Support Model: Gives parents continuous guidance, tools and support to strengthen their children's foundational literacy and numeracy.

Impact

Saajha states that it has engaged more than 246,000 parents and works with a network of 175 schools. It also reports more than 32,000 top-performing students across its programmes.

Saajha suits people who want to work on early learning from the family side rather than only in the classroom. The work combines community engagement, programme design and technology-based outreach at scale, which gives staff exposure to how parent behaviour, local leadership and digital tools affect learning outcomes. It fits people interested in education, community mobilisation, behaviour change and using simple technology to reach low-income families.

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