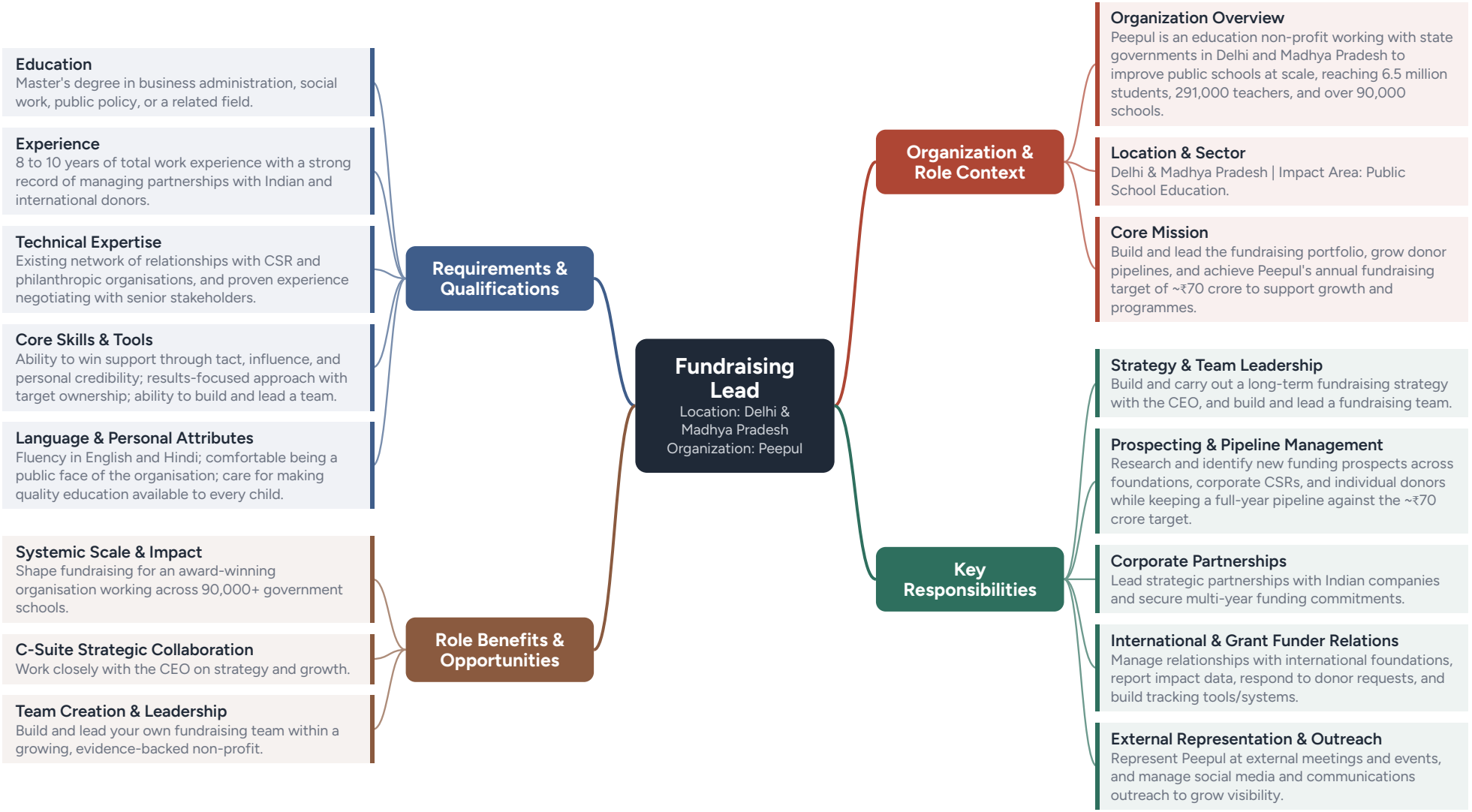
Peepul

Fundraising Senior Specialist in New Delhi | Peepul

New Delhi, Delhi · full-time · senior level · Competitive

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Skills this role needs

Fundraising strategy	CSR and foundation partnerships	Donor relationship management	Stakeholder negotiation	Donor pipeline management

Job description

Peepul

Peepul is an education non-profit that works with state governments in Delhi and Madhya Pradesh to improve public schools at scale. Its work reaches 6.5 million students, 291,000 teachers and more than 90,000 schools. Peepul places its teams inside government systems, helps deliver programmes, and measures what changes for children. The organisation has won the Commonwealth Education Award for Innovation and is backed by leading Indian CSR funders and global partners. This role sits within Peepul's fundraising function, which works with the CEO to raise the money behind every programme.

Role

Peepul is looking for someone to build and lead its fundraising portfolio. You will build a team, grow the donor pipeline, keep strong relationships with funders, and shape the overall plan for raising money. Peepul's annual fundraising target is about ₹70 crore, and this role is central to meeting that goal and keeping the organisation's growth on track.

Responsibilities

- Partner with the CEO to develop and execute a long-term fundraising strategy, build and lead the fundraising team, and track targets against a full-year donor pipeline.
- Identify, secure, and manage multi-year funding partnerships across Indian corporate CSRs, international foundations, and individual donors.
- Establish donor tracking tools and processes while providing impact reports and regular updates to current funders.
- Serve as a public face for Peepul at external events and direct communications and social media to boost organizational visibility.

Requirements

- Master’s degree in Business Administration, Social Work, Public Policy, or a related field, with 8–10 years of total work experience.
- Proven track record in securing donor partnerships, supported by an existing network within Indian CSR and philanthropic sectors.
- Strong experience leading teams, negotiating with senior stakeholders, and driving results through influence and credibility.
- Fluent in English and Hindi, comfortable in high-visibility roles, and deeply committed to expanding access to quality education.

Benefits

- Shape fundraising for an organisation working across 90,000+ government schools.
- Work closely with the CEO on strategy and growth.
- Build and lead your own fundraising team.
- Join a growing, award-winning organisation with a strong evidence base.

Apply

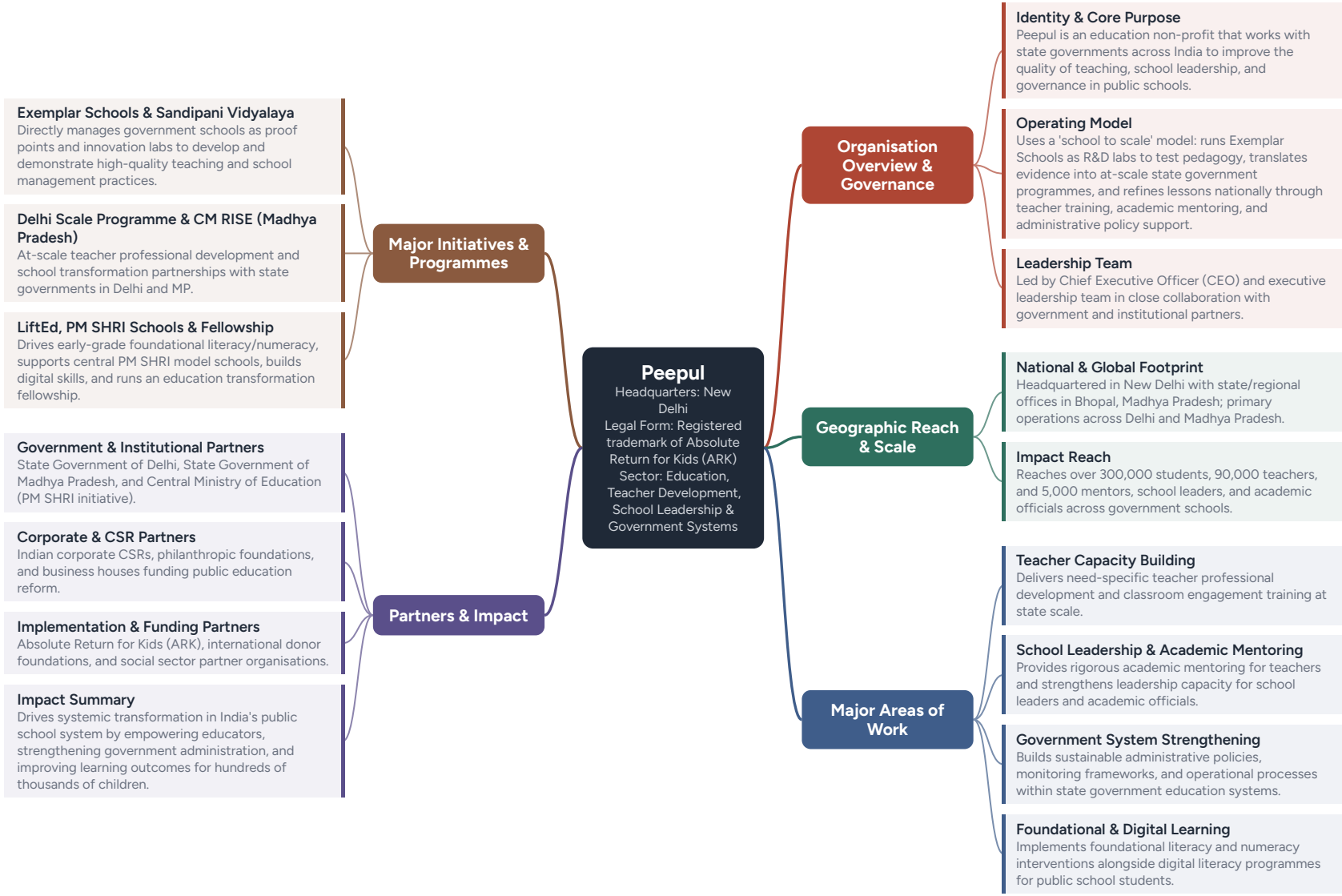
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About the organisation

Peepul

peepulindia.org ↗
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About Peepul

Peepul is an education nonprofit that works with state governments to improve the quality of teaching and school leadership in government schools across India. Its focus is on creating high-engagement classrooms, building teacher capacity, and strengthening school administration and governance systems. Peepul is the registered trademark of Absolute Return for Kids (ARK), a society registered in India.

Youtube Video >

The organisation currently works across 2 geographies, primarily Delhi and Madhya Pradesh, reaching over 300,000 students, 90,000 teachers, and 5,000 mentors, school leaders, and academic officials.

Headquarters: New Delhi (with offices in Bhopal, Madhya Pradesh) Sectors: Education, Teacher Development, School Leadership, Government Systems

Peepul uses a "school to scale" model. It first runs Exemplar Schools as research and development labs, testing pedagogy and practices. Evidence from these schools is then used to design at-scale programmes for state governments. Lessons from state rollouts are refined and shared nationally. The three levers in Peepul's approach are need-specific teacher training, rigorous academic mentoring, and building sustainable administrative policies and processes within government systems.

Programmes

- Exemplar Schools Peepul directly runs a small number of government schools to test and develop effective classroom and school management practices. These serve as proof points for what is possible in the public school system.
- Delhi Scale Programme

A large-scale teacher professional development and school support programme in partnership with the Delhi government, aimed at improving classroom engagement and learning outcomes across Delhi's government schools.

- CM RISE Teacher Professional Development (Madhya Pradesh)

Peepul supports the Madhya Pradesh government's CM RISE school initiative by training teachers across the state in classroom practices and subject knowledge.

- Sandipani Vidyalaya

A programme running government schools in Madhya Pradesh with a focus on high-quality teaching and engaged learning environments.

- Digital Literacy (Delhi and Madhya Pradesh)

Peepul runs digital literacy programmes in both states, building basic technology skills for students in government schools.

- LiftEd

A programme focused on improving foundational literacy and numeracy outcomes for students in the early grades.

- PM SHRI Schools

Peepul supports the central government's PM SHRI school development programme, helping selected government schools become model institutions within their clusters.

- Fellowship

Peepul runs a fellowship for professionals who want to work in education reform and school transformation. Peepul is a good fit for people with backgrounds in teaching, school leadership, teacher training, education policy, or programme management who want to work on improving government school quality at scale in India.

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