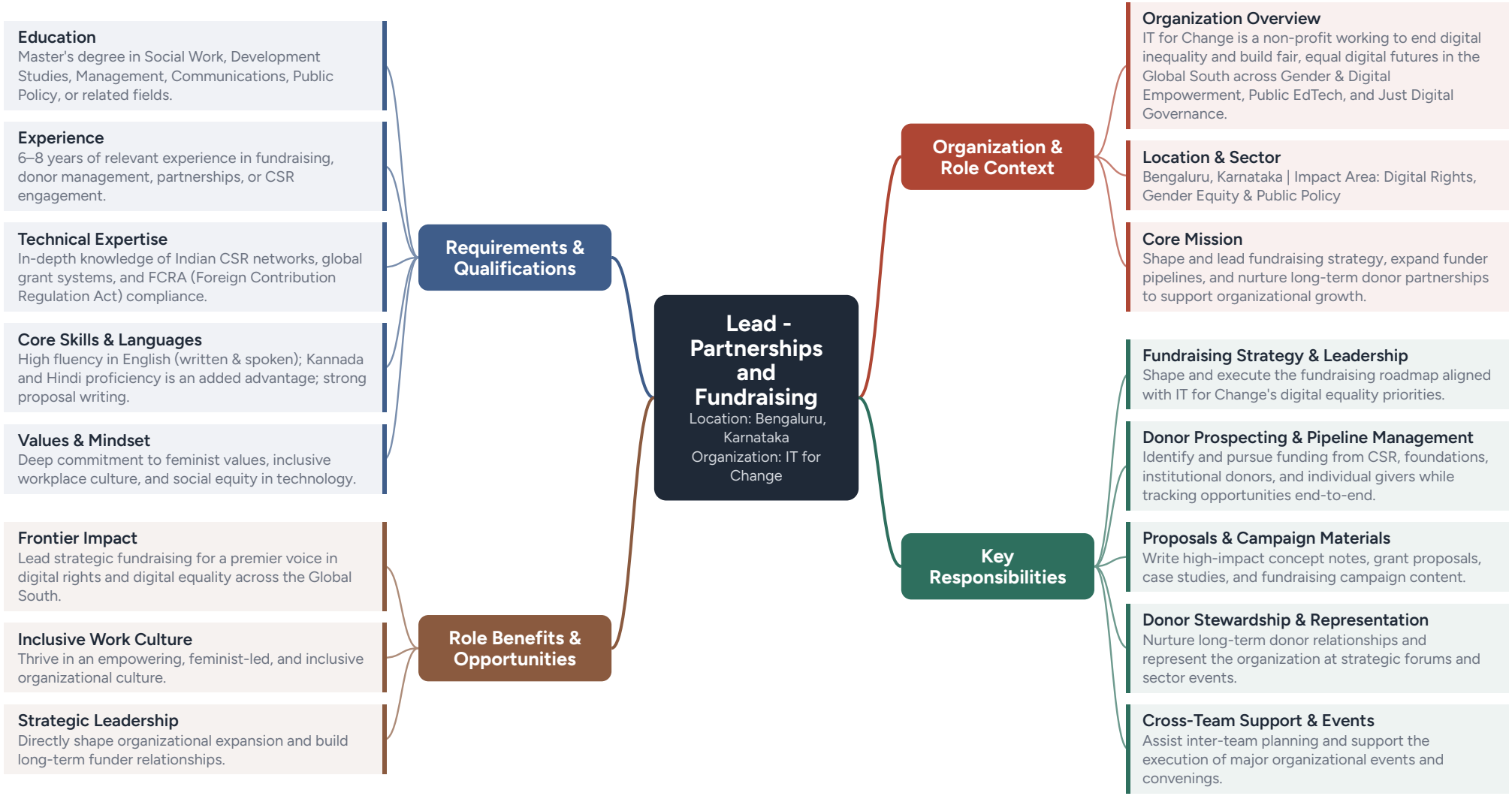
IT for Change

Lead - Partnerships and Fundraising in Bengaluru | IT for Change

Bengaluru, Karnataka · full-time · senior level · Competitive · Closes 27 Nov 2026

Application Assist →

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Skills this role needs

Fundraising strategy	Donor relationship management	Proposal and concept note writing	CSR and institutional grants	FCRA compliance

Job description

IT for Change

IT for Change is a not-for-profit organisation working to end digital inequality. It works for digital futures in the Global South that are fair, equal and shaped by people themselves. Its work runs through three programme areas: Gender and Digital Empowerment, Public EdTech (education technology), and Just Digital Governance. The team brings together research, field work and policy action so that technology serves communities, not the other way round.

Role

As Lead - Partnerships and Fundraising, you will help IT for Change grow and widen the funding that keeps its work going. You will shape the fundraising strategy, build long-term relationships with funders who share the organisation's vision, and make sure the money raised supports its mission and growth plans.

Responsibilities

- Shape and lead the fundraising strategy in line with IT for Change's mission and growth priorities.
- Identify and pursue funding from CSR (Corporate Social Responsibility) funders, foundations, institutional donors and individual givers.
- Build and maintain a strong fundraising pipeline and track every opportunity through to the end.
- Write concept notes, proposals, impact stories and fundraising campaigns.
- Nurture relationships with current and new donors so they stay long term.
- Represent IT for Change at strategic forums, donor events and sector platforms.
- Support planning across teams and help run large events.

Requirements

- A master's degree in social work, development studies, management, communications, public policy or a related field.
- 6-8 years of relevant experience in fundraising, partnerships, donor management or CSR engagement.
- A good understanding of CSR, donor networks in India, global grants and FCRA (Foreign Contribution Regulation Act) compliance.
- Experience writing proposals, concept notes and impact stories for funders.
- High fluency in written and spoken English, with Kannada and Hindi an added advantage.
- A deep commitment to feminist values and an inclusive workplace.

Benefits

- Lead fundraising for an organisation working on digital rights and digital equality across the Global South.
- Work in a feminist and inclusive workplace culture.
- Shape strategy and build lasting funder partnerships that support the organisation's growth.

Apply

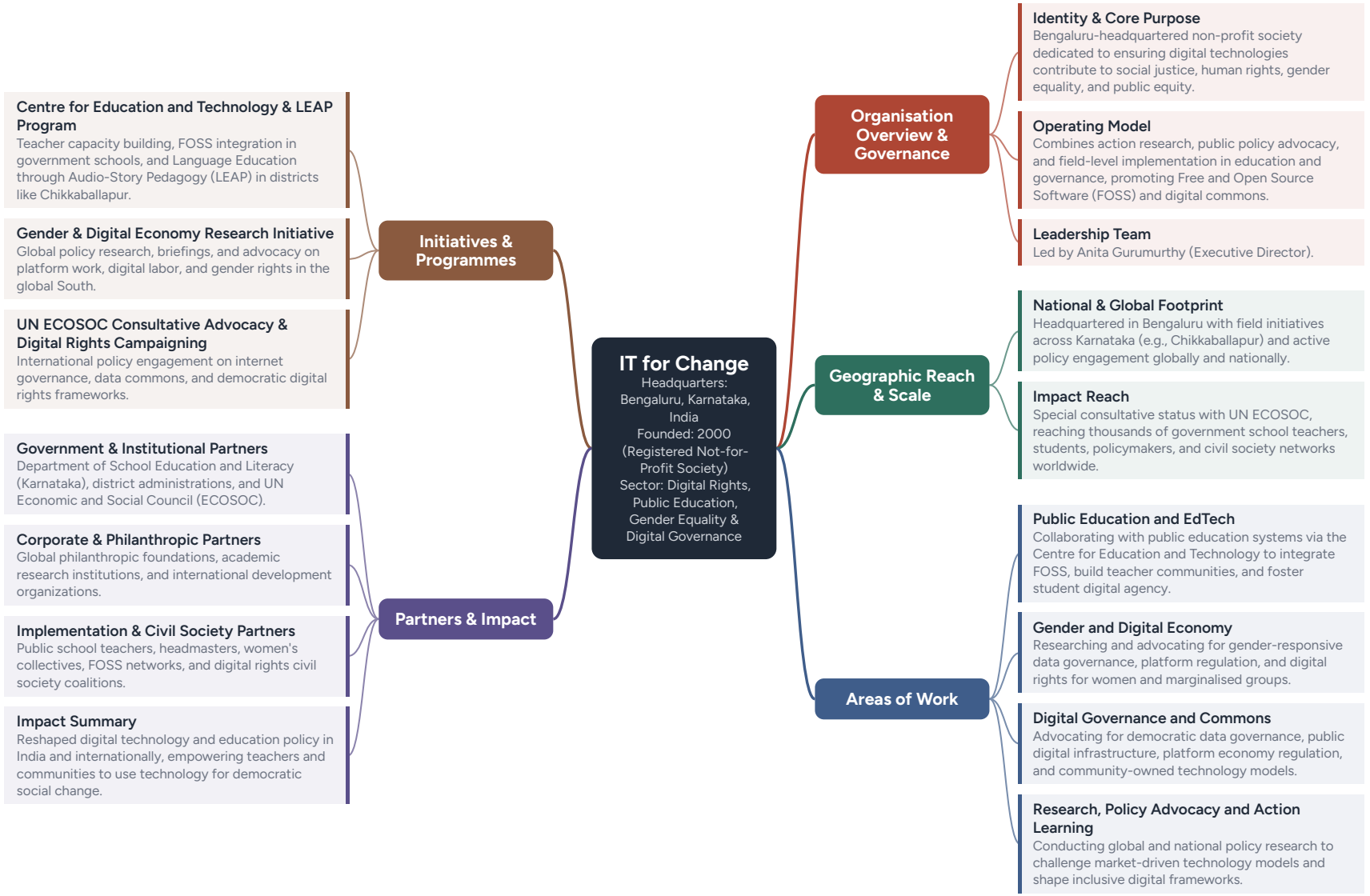
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About the organisation

IT for Change

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About IT for Change

Founded in 2000 in Bengaluru, IT For Change is a non-profit organisation dedicated to ensuring that digital technologies contribute to social justice, human rights, and equity. In a world where technology often deepens divides, IT for Change stands out for its commitment to using digital tools as a force for empowerment and inclusion.

Youtube Video >

The organisation's mission is to challenge mainstream, market-driven approaches to technology and development. IT for Change believes that the digital transformation of society should not be left to corporations or bureaucracies alone. Instead, it advocates for models that centre democratic participation, commons, and gender equality. This vision is reflected in their diverse projects and partnerships, which span education, gender, governance, and internet policy.

In the field of education, IT for Change's Centre for Education and Technology collaborates with public education systems to develop participatory, technology-integrated models that enhance teacher agency and school autonomy. Their programmes focus on building communities of practice, creating open educational resources, and promoting digital intelligence among educators and students. By integrating Free and Open Source Software (FOSS) into classrooms, they empower teachers and learners to become creators—not just consumers of digital content.

IT for Change's impact goes beyond classrooms. The organisation conducts influential research, shapes digital policy at national and international levels, and runs field projects that reach marginalised groups. Their advocacy has helped influence frameworks around digital rights, data governance, platform regulation, and gender equality in the digital economy.

The organisation is registered as a not-for-profit society and holds special consultative status with the United Nations Economic and Social Council. With a team of 50–100 employees, IT for Change is known for its collaborative culture, transparency, and commitment to ethical practices.Meet the team

IT For Change, on LinkedIn

Anita Gurumurthy, Executive Director

Abhineet Nayyar, Sr Associate - Research & Policy Engagement

Anusha Hegde, Program Associate

Employees at IT for Change describe the work environment as dynamic and mission-driven, with ample opportunities for learning and innovation. The team values curiosity, openness, and a deep commitment to social change. Whether working on policy, field projects, or technology training, staff members are encouraged to think critically, experiment, and contribute to shaping the organisation's direction. For those passionate about technology and its potential for good, IT for Change offers a unique platform to make a meaningful impact locally and globally. As part of this team, you'll be at the cutting edge of educational and digital innovation, working alongside thought leaders and practitioners who are redefining what technology can achieve for society.

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