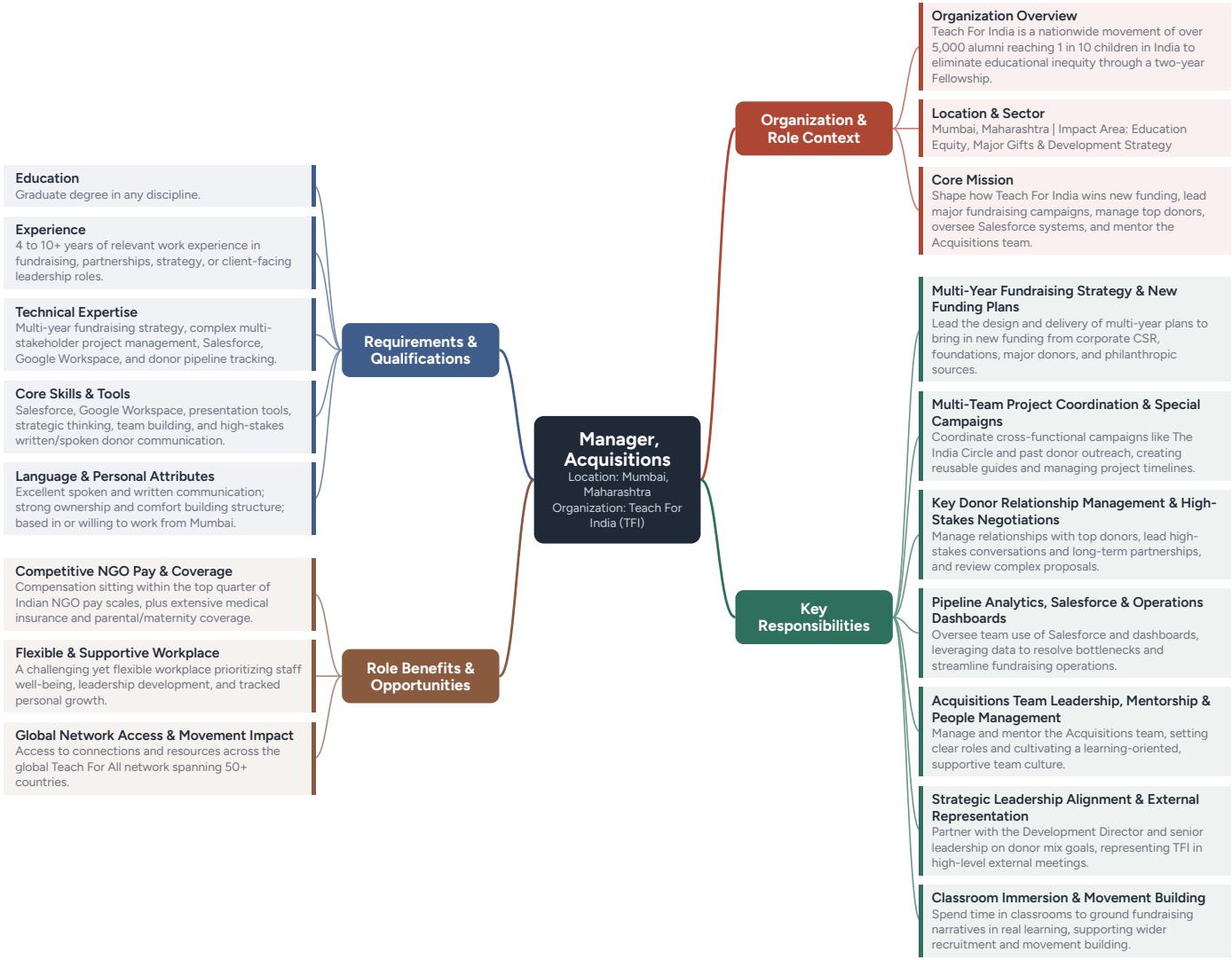
Teach For India

Manager - Acquisitions in Mumbai | Teach For India

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

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Skills this role needs

Fundraising strategy	Donor relationship management	Project management	Team leadership	Salesforce

Job description

Teach For India

Teach For India is working toward an India free of poverty and filled with love, by ending unequal access to a good education. Through its two-year Fellowship, young people teach in under-resourced classrooms, and more than 5,000 Alumni now work at every level of the education system, reaching 1 in 10 children across the country. Over 16,000 Teach For India students have taken the 10th grade board exams, with a 95% pass rate. Over this decade, it aims to grow 50,000 leaders who will work together, with love, to change the lives of low-income children. This role sits within Teach For India's Development team, which brings in new funding from companies, foundations and individual donors.

Role

As Manager, Acquisitions, you will shape how the team finds and wins new funding, and lead the large projects that turn those plans into results. You will look after some of the organisation's most important donors, build the systems the team relies on, and manage and grow a team of fundraisers. This role suits someone who enjoys both planning and doing, and who wants to build something that lasts for the children Teach For India serves.

Responsibilities

- Lead the design and delivery of multi-year plans to bring in new funding from companies, foundations, major individual donors and other sources.
- Turn the organisation's priorities into clear fundraising plans with measurable goals across regions and teams, and guide the team's response to new trends, risks and openings in the funding world.
- Coordinate large projects that span several teams and regions, such as The India Circle and outreach to past donors, owning the plan, timelines and review, and turning the lessons into guides the whole team can reuse.
- Manage relationships with a small group of the organisation's most important donors, leading key conversations, negotiations and long-term partnerships, and act as the final reviewer on complex proposals and donor messages.
- Oversee the team's use of Salesforce and dashboards, and use data to spot what slows progress and improve how the team works.
- Mentor and manage the Acquisitions team, set clear roles and expectations, and build a culture of learning and care that helps people meet big goals without burning out.
- Partner with the Director and senior leaders on fundraising goals and the mix of donors, and represent the organisation in senior external meetings and partnerships.
- Support wider work such as Recruitment, Selection, Volunteering and Movement Building, and spend time in classrooms to understand the work up close.

Requirements

- 4 to 10+ years of relevant work experience, ideally in fundraising, partnerships, strategy or client-facing leadership roles.
- Experience leading complex projects with many stakeholders from start to finish.
- A track record of managing people and building strong teams.
- Strong strategic thinking with a hands-on, careful approach, and comfort building structure where none exists.
- Excellent written and spoken communication, especially in high-stakes conversations with donors.
- Skill with Salesforce, Google Workspace and presentation tools, and the ability to work from Mumbai, where the role is based.
- Your statement of purpose and essays in the application must be written by you, as relying only on AI tools such as ChatGPT may lead to disqualification.

Benefits

- Pay that sits within the top quarter of Indian NGO pay scales.
- Extensive medical insurance, plus maternity coverage for both parents.
- A challenging but flexible workplace where your growth as a leader is tracked and supported.
- A team that puts staff well-being first.
- Access to the global Teach For All network, with partner organisations in 50+ countries across 6 continents.
- A chance to be part of one of India's best-known education movements as it grows across the country.

Apply

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

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About the organisation

Teach For India

Mumbai, Maharashtra · Education & Leadership Development

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About Teach For India

Teach For India (TFI) is one of India's leading education non-profits working to eliminate educational inequity by developing a movement of leaders committed to ensuring that every child receives an excellent education. Founded in 2009 by educationist Shaheen Mistri, Teach For India is part of the global Teach For All network and recruits outstanding graduates and young professionals to teach full-time in under-resourced schools through its flagship two-year Fellowship.

The organisation believes that educational inequality is one of India's greatest challenges and that developing leaders who understand this reality from inside classrooms can create lasting systemic change. While Fellows teach children from low-income communities, they simultaneously develop leadership, problem-solving, communication, project management, and systems-thinking skills that enable them to continue driving change throughout their careers.

Youtube Video

Beyond the Fellowship, Teach For India has evolved into a nationwide leadership movement through its Alumni network, innovation programmes, school partnerships, and ecosystem collaborations. Alumni work across education, government, public policy, entrepreneurship, research, corporate leadership, and the social sector to improve educational outcomes for millions of children.

Today, Teach For India operates across multiple Indian cities and works with schools, governments, nonprofits, corporates, and education leaders to build an equitable education system where every child has the opportunity to thrive.

Major Areas of Work

- Teach For India Fellowship: A two-year paid leadership development programme where Fellows teach full-time in under-resourced schools.
- Leadership Development: Developing future leaders through classroom experience, coaching, mentorship, and continuous professional development.
- Education Equity: Improving educational outcomes for children from underserved communities.
- Alumni Movement: Supporting Fellows beyond the Fellowship to drive long-term change across education and society.
- Innovation & Entrepreneurship: Incubating education-focused ventures and supporting alumni-led organisations through InnovatED.
- Movement Building: Influencing education systems by promoting student voice, child safety, wellbeing, leadership, and holistic learning.
- School & Community Partnerships: Collaborating with schools, governments, and community stakeholders to improve learning experiences.

Major Initiatives and Programmes

- Teach For India Fellowship: A two-year, full-time paid Fellowship where graduates and professionals teach in under-resourced classrooms while developing leadership skills.
- Alumni Movement: A lifelong network supporting Fellows as they transition into careers across education, public policy, social impact, entrepreneurship, and corporate leadership.
- InnovatED: An innovation platform that incubates alumni-led education ventures addressing systemic challenges in Indian education.
- Career Connect & Alumni Career Fair: Connecting graduating Fellows with mission-driven organisations, education institutions, nonprofits, and corporate partners.
- Student Leadership & Holistic Development: Programmes designed to strengthen student agency, social-emotional learning, wellbeing, and future readiness.
- Leadership Development Institute: Continuous coaching, mentoring, workshops, and learning experiences designed to build effective classroom and systems leaders.

Impact

- Founded in 2009 by Shaheen Mistri.
- Part of the global Teach For All network operating across dozens of countries.
- More than 5,500 Fellows have completed the Fellowship.
- Over 70% of alumni continue working in education or social impact.

- Fellows and alumni have directly impacted hundreds of thousands of students while influencing education systems across India.
- Alumni have founded 160+ education and social impact organisations and hold leadership positions across nonprofits, government, schools, startups, and corporations.
- The Fellowship currently serves thousands of students annually across multiple cities through partnerships with government and affordable private schools.

Teach For India offers professionals an immersive leadership experience that combines classroom teaching with intensive coaching, professional development, and exposure to education systems. Fellows and staff develop strong skills in leadership, stakeholder management, communication, project management, curriculum design, data analysis, and problem-solving while working alongside educators, school leaders, policymakers, and community organisations.

The organisation is ideal for individuals passionate about education, child development, leadership, public policy, social innovation, and long-term systems change. Whether joining as a Fellow or as part of the core team, employees become part of a lifelong network of changemakers committed to transforming education in India.

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