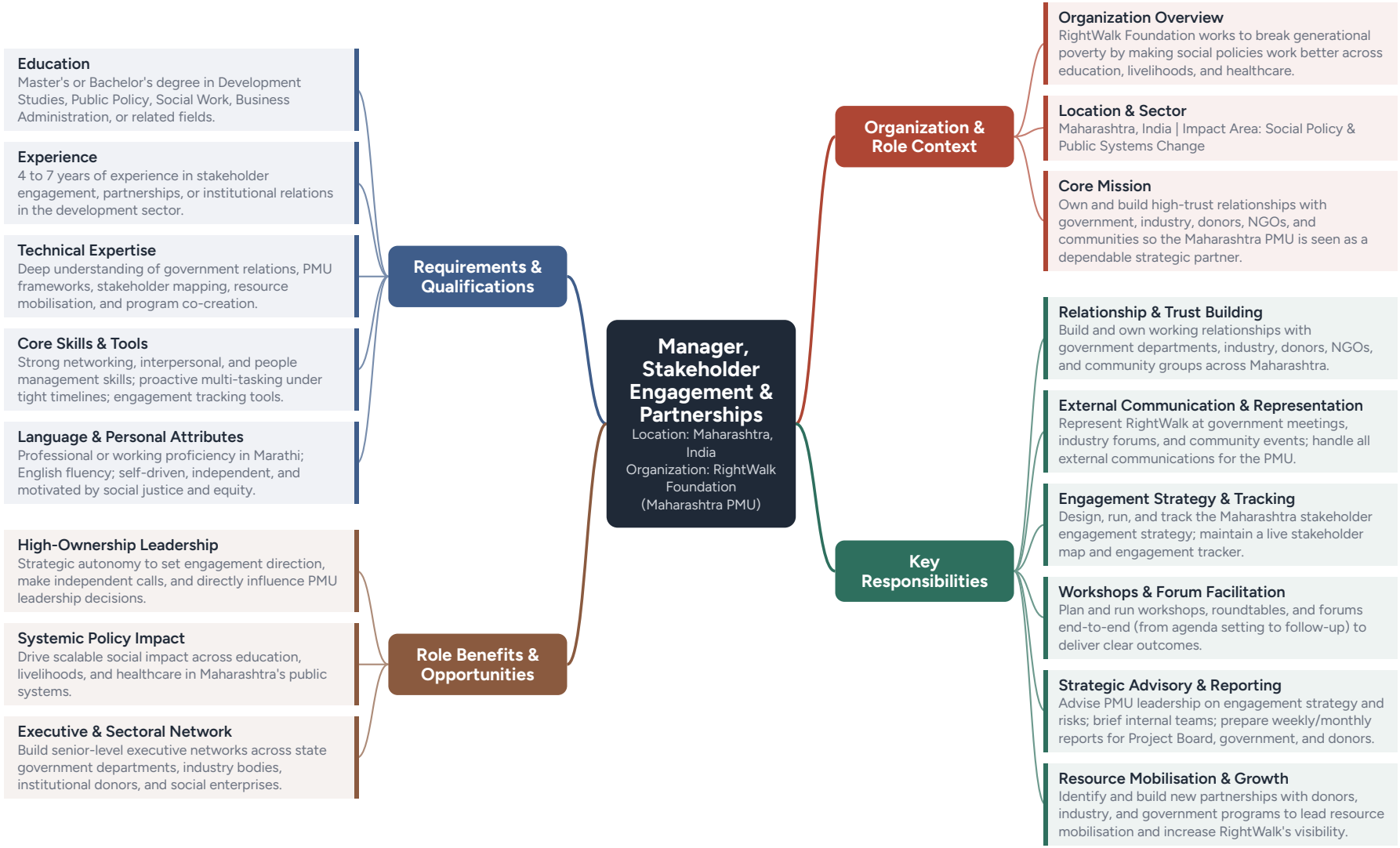
RightWalk Foundation

Manager - Stakeholder Engagement & Partnerships in Mumbai | RightWalk

Mumbai, Maharashtra · full-time · senior level

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Skills this role needs

Stakeholder Management	Government Liaising	Partnership Development	Marathi Proficiency	Relationship Building

Job description

RightWalk Foundation

RightWalk Foundation works to break the cycle of generational poverty by making social policies work better for vulnerable communities. It is active across five Indian states, Uttar Pradesh, Maharashtra, Gujarat, Kerala and West Bengal, with programs in education, livelihoods and healthcare. Its work includes helping enforce the Right to Education for disadvantaged children, running apprenticeship programs that connect youth to industry jobs, and supporting early health screening through government health schemes. In Maharashtra, RightWalk runs a Program Management Unit (PMU) that partners closely with government departments to deliver its programs at scale.

Role

RightWalk's work in Maharashtra depends on how much the government, industry, donors, NGOs and communities trust the organisation. This role owns that trust. The Manager, Stakeholder Engagement & Partnerships makes sure RightWalk's PMU is seen as a credible, dependable partner, not just a project vendor. It is a high ownership role. The person is expected to set strategy, make independent calls on engagement and drive results, not just follow instructions. They report to the PMU Head, Maharashtra, and sit between the PMU's program delivery and the external relationships it depends on.

Responsibilities

- Build and own working relationships with government departments, industry, donors, NGOs and community groups across Maharashtra
- Represent RightWalk at government meetings, industry forums and community events, and handle all external stakeholder communication for the PMU
- Identify and close partnerships and collaboration opportunities that strengthen program impact
- Design, run and track the Maharashtra stakeholder engagement strategy, and maintain a live stakeholder map and engagement tracker as the team's single source of truth
- Plan and run workshops, roundtables and forums end to end, from agenda setting to follow up, so each one delivers a clear outcome
- Advise the PMU Head, Project Managers and Steering Committee on engagement strategy, flag stakeholder risks early, and brief internal teams before stakeholder meetings
- Prepare inputs for weekly and monthly reports to the Project Board, government counterparts and donors, and keep an accurate record of all stakeholder interactions
- Define and track engagement effectiveness metrics, and prepare reports, decks and briefing material for stakeholders and leadership
- Identify and build new partnerships with donors, industry, NGOs and government programs, and lead resource mobilisation efforts that strengthen the PMU's delivery capacity
- Co-create programs with partners in line with RightWalk's goals, and scout for opportunities that grow RightWalk's visibility in the state

Requirements

- 4 to 7 years of experience in stakeholder engagement, partnerships or institutional relations in the development sector
- Results driven and proactive, comfortable managing several stakeholders and workstreams at once
- Strong interpersonal, networking and people management skills, able to engage credibly with government, industry and community groups
- Confident working independently, able to anticipate challenges and deliver quality work under tight timelines
- Professional or working proficiency in Marathi, needed to engage state level stakeholders and communities

- Motivated by social justice, equity and systemic change, and energised by fast paced, impact driven work

Apply

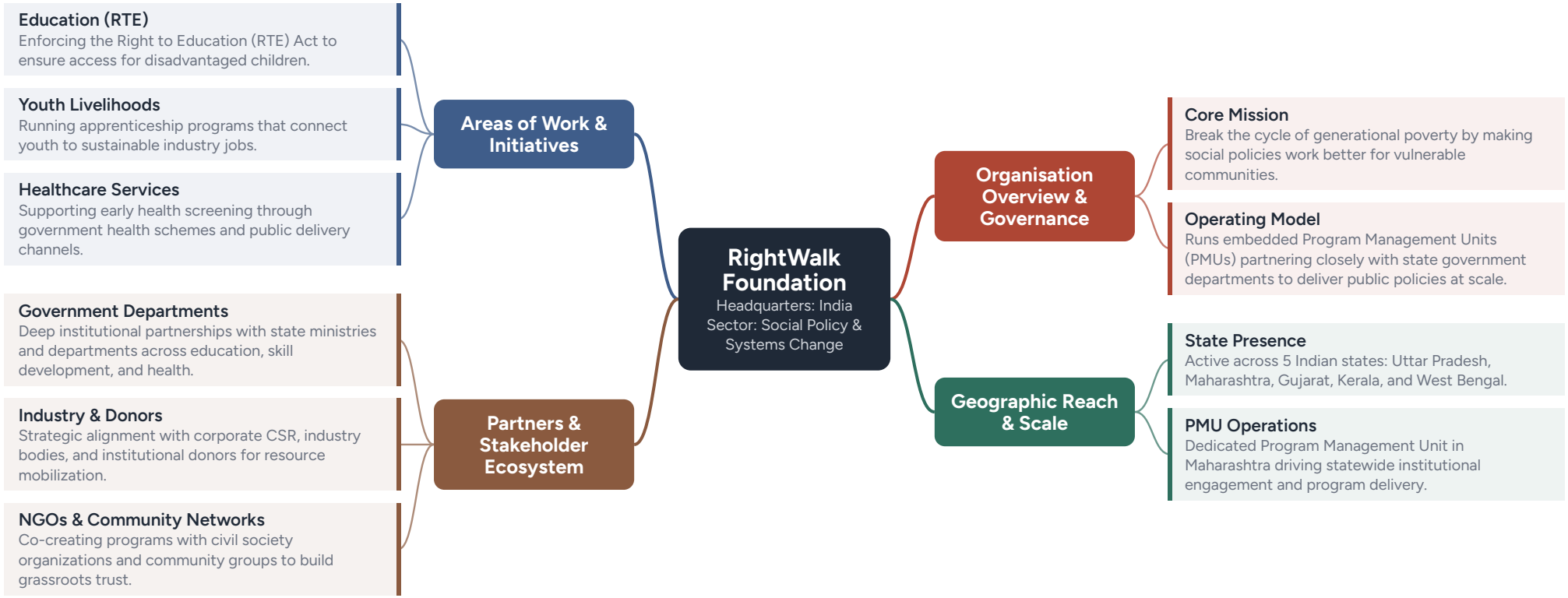
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About the organisation

RightWalk Foundation

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About RightWalk Foundation

RightWalk Foundation is a policy action nonprofit based in New Delhi that works to reduce poverty and inequality by turning existing government policies into real-world outcomes for underserved communities. Founded and led by Samina Bano, an Ashoka Fellow and Acumen Fellow, RightWalk works across education, livelihoods, and health by embedding itself in government systems and activating policies that already exist but remain underutilised. The organisation currently operates across 5 Indian states and has improved 1.3 million lives while unlocking over $500 million in public and market funds. RightWalk's core argument is that social policy, when properly implemented, can turn every dollar of aid into a hundred dollars of welfare for those who need it most.

Youtube Vedio >

Headquarters: New Delhi Sectors: Education, Livelihoods, Health, Public Policy, AI for Social Good

What They Do

RightWalk works end-to-end on policy: from co-designing it with governments to building systems for implementation, monitoring delivery, ensuring funds are properly allocated and spent, and iterating based on outcomes on the ground.

- Education

RightWalk's primary education focus is on Section 12.1.(c) of the Right to Education (RTE) Act, which mandates that 25% of seats in private schools be reserved for children from economically weaker sections and disadvantaged groups, with the government reimbursing schools directly. RightWalk has been the driving force behind the implementation of this provision in Uttar Pradesh, growing admissions from 54 children in 2013 to 1.85 lakh in 2025. Related programmes include EPInc, a national platform for managing RTE admissions and school reimbursements; RTE Scholars Funds, which supports students to continue beyond Grade 8 once the RTE provision ends; and Fable, a reading programme for RTE scholars.

- Livelihoods

RightWalk's apprenticeship programme activates government-subsidised apprenticeship and internship schemes to connect young people with structured employment and skilling opportunities. The programme works with businesses to onboard apprentices and helps youth build sustainable careers. It currently operates in Kerala and Uttar Pradesh, among other states.

- Health

RightWalk is in the process of launching a new health policy programme, identified through their framework for evaluating high-impact government policies.

- CitizenAI

RightWalk has built a CitizenAI initiative that uses artificial intelligence to help citizens access government schemes and entitlements. Chatur AI is a WhatsApp-based AI assistant that helps users navigate welfare programmes, check eligibility, and get information in local languages. RightWalk has also published CitizenAI Principles, a framework for responsible AI use in social sector contexts, and is building a CitizenAI Alliance with organisations working in this space.

Impact

1.3 million lives improved across education and livelihoods. Over $500 million in public and market funds unlocked. 1.85 lakh children admitted to private schools through RTE in UP. Recognised by Mulago Foundation, Ashoka, Acumen, and IIM Bangalore, among others. RightWalk is a good fit for people with backgrounds in public policy, education, livelihoods, technology, data, or communications who want to work at the intersection of government systems and direct impact in India.

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