



Job Title	Director - Relations & Strategic planning
Reporting into:	
Direct line	Executive Director
Dotted line	Board Member Donor Relations & Strategy
Job Purpose	eVidyaloka is a non profit social organization, connecting volunteers across India and the world, to deliver remote classes to children across rural villages of India, using a remote education delivery model, powered by technology The purpose of this role is to establish an accountable anchor in budget, people, culture and organization growth and stability.
Principal Accountabilities	<p>Relations:</p> <ul style="list-style-type: none"> ▪ Manage existing relations, develop and build new relations ▪ Meet with potential corporate and HNI donors and present about eVidyaloka's vision, mission and operating model ▪ Own and drive end to end resource mobilization (fund raising)cycle. This includes continuous engagement with senior management of organizations (CSR heads, HR heads, CEOS, Board members, CXOs) who are in decision making positions ▪ Understand and ensure alignment of stakeholders interests with eVidyaloka's mission and delivery commitments. ▪ Accountable for campaigns and events (eVidyaloka Day; Teachers' Day; etc) and proactively reach out to the present & potential sponsors/ patrons to seek out for their participation, and build a continuous engagement to build positive traction ▪ Be a champion of people empowerment both internal and external <p>Strategic Planning</p> <ul style="list-style-type: none"> ▪ Review and gain overall understanding of the vision, operating model and current running of the centers, and regularly be updated of key developments and progress made by eVidyaloka. ▪ Drive and active participation is annual and organization planning & strategy sessions with senior management and the board ▪ Own and drive budget planning, management and governance. ▪ Have a strong appetite for scale and driven by large scale impact ▪ Ensure compliance of funds with individual as well as corporate donors.
Individual Performance Measure:	<ul style="list-style-type: none"> ▪ Meeting the financial goals and objectives ▪ Organizational culture
Personal Characteristics	<ul style="list-style-type: none"> ▪ Enjoys interacting with CxOs, Outgoing, extroverted and decisive ▪ Have held marketing roles, possessing relevant skills and experience ▪ Innate organizational leadership, in mid size enterprise ▪ Values social impact ▪ Bone for Strategic impact
Qualifications & Experience	<ul style="list-style-type: none"> ▪ Education: Graduate/Post Graduate, preferably with management specialization. ▪ Experience: 15+ years of experience. Should include work experience in India. Enterprise services sales background will be an added advantage ▪ Location: Bangalore Job Type: Full time, with necessary travel