



ASPIRE ACTION TRUST

8 August 2020

DIRECTOR- FUND RAISING ASPIRE ACTION TRUST

Aspire Action Trust or Aspire Circle promotes enlightened social leadership. Aspire Circle hopes to build and scale three initiatives- Fellowships, Scholarships & Internships, to develop India's leadership capabilities in social impact. Aspire Circle has 176 Fellows to date and has awarded 30 scholarships, 3 every year for 10 years.

Our Fellowships have developed leadership capacity in the social sector and engineered collaborations between Fellows for scaled impact. We aim to build Aspire Circle into India's leading social impact leadership and ecosystem development Trust, endowed with long-term philanthropic capital delivering 1000 Fellows, 100 Scholarships and 1000 Interns by 2030, who help make and shape India into world's leading impact economy.

The need for Leadership development in the social sector is stark and immediate as the global survey by McKinsey & Company, Inc. (2014 survey of 200 non-profit CEOs) or the India survey by The Bridgespan Group (2016) demonstrate. Our theory of change is to enhance capabilities in India's social sector by focusing on a four-pronged systemic transformation: leadership development, collaboration for SDGs, thought leadership, and, coalition platforms. As most non-profits choose to directly provide services to the underserved, our capability development approach, in comparison, has catalytic impact!

Aspire Circle is the brand name for Aspire Action Trust, incorporated in 2007 with Section 12AA and 80G registration under The Indian Income Tax Act 1961. Aspire Circle (www.aspirecircle.org) has a very distinguished group of Trustees, Governors & Elders leading the initiative.

Aspire Circle Director-Fund Raising Role & Responsibilities

The Director- Fund Raising must be mission-minded, self-starter and determined executive. S/he will ideally be between 35-45 years of age, with >10 years' experience, at an inflexion point in her/his life, and, be used to and prepared for a startup experience. S/he may or may not have any prior Social Impact or Development sector experience. S/he will receive a market-based compensation. S/he could be a person retuning to workforce after a hiatus or a former corporate leader anticipating a move to the social sector or in exceptional cases, even someone who just retired and wants to keep contributing to the nation and the society. S/he will help the Trustees to raise funds, and, create truly, deep-impact initiatives. S/he must will ideally (not necessarily) be based in Gurgaon.

The key responsibilities of the Director- Fund Raising will include but not be limited to the following:

- Lead the development and implementation of a 10-year fundraising plan, which includes key initiatives, campaigns, activities, areas of required investment, KPIs and milestones as well as the projected growth of fundraising income
- Manage the fundraising portfolio to deliver to targets



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- Management the Trust Grant program and ensure production of effective, high quality proposals and reports
- Establish a range of new income streams, with a particular emphasis on the application of digital technology e.g. the use of Crowdfunding, as the basis for establishing a more diverse range of income.
- Manage key relationships, e.g, with Donor Advisory Council

The Director will report to the Managing Trustee of the Trust.

Qualifications:

The Director-Fund Raising should be flexible and adaptable to emerging realities and trends- the above products may change a lot with the market developments. S/he must therefore possess the following qualifications:

- Post Graduate Degree in Business or Social Development
- Minimum of 10 years' experience with the last 3 years in a leadership role
- Detail-orientation with ability to build new systems, policies and procedures
- Strong English-level communication skills (written and verbal)
- Result-orientation and established track record of performance

Interested candidates may apply in confidence, with their latest CV, to amit.bhatia@aspireindia.org by 20 August 2020.