

India HIV/AIDS Alliance (Alliance India)

invites talented professionals to consider joining our team in Delhi

Director / Associate Director: Corporate Fundraising

(No. of Positions 01 - Full time)

Opportunity to Lead Strategic Growth and Social Impact

Alliance India is seeking an accomplished and entrepreneurial fundraising leader to help shape the organisation's next phase of growth and sustainability. This is a unique opportunity to build and deepen strategic partnerships with corporates, foundations, and philanthropic institutions, while enabling high-impact, community-centred health and development programmes across India. The role calls for a professional who can combine business acumen, relationship-building excellence, and a strong commitment to social impact to mobilise resources, unlock new opportunities, and contribute to the long-term sustainability and expansion of Alliance India's mission.

About Alliance India:

India HIV/AIDS Alliance (Alliance India) is a diverse partnership of committed organisations, communities, and individuals working together to strengthen and sustain India's response to HIV. Complementing the National AIDS Control Programme, Alliance India advances community-centred approaches through capacity building, technical support, knowledge sharing, innovation, advocacy, and strategic partnerships. Through a strong network of partners across the country, we support the delivery of evidence-based, high-quality HIV programmes that improve health outcomes and enhance the well-being of communities most affected by the epidemic.

At the heart of our work is a commitment to empowering communities and ensuring the meaningful participation of people most vulnerable to HIV and related health and social challenges. We work closely with sex workers, men who have sex with men, people who inject drugs, transgender persons, and people living with HIV. Guided by evidence and grounded in the principles of inclusion, quality, accountability, and human rights, Alliance India strives to create sustainable impact through effective programme implementation, technical assistance, advocacy, and strategic partnerships.

The development and public health landscape in India continues to evolve, with increasing emphasis on sustainability, locally led solutions, and cross-sector collaboration. To sustain and expand its impact, Alliance India is strengthening strategic engagement with corporates, philanthropies, and other mission-aligned partners who share its commitment to equity, inclusion, health, and social justice. These partnerships are critical to advancing innovative, community-led programmes and ensuring long-term, sustainable responses to the needs of populations most affected by HIV and related vulnerabilities.

To learn more about our organisation, please visit our website: www.allianceindia.org

Summary of Responsibilities:

The Director / Associate Director: Corporate Fundraising will lead Alliance India's corporate fundraising and strategic partnership efforts, driving resource mobilisation through Corporate Social Responsibility (CSR), corporate foundations, philanthropic institutions, and other institutional funding sources. The role is responsible for developing and executing growth strategies, securing and stewarding high-value partnerships, and strengthening the organisation's long-term financial sustainability.

The position will lead the identification, cultivation, negotiation, and management of strategic funding opportunities, while working closely with corporate and philanthropic partners to design impactful, scalable, and sustainable programmes. As a member of the senior leadership team, the incumbent will contribute to organisational strategy, its culture of diversity and transparency, foster cross-functional collaboration, and enhance Alliance India's positioning as a trusted and high-impact development partner.

The successful candidate will bring strong leadership capabilities, a commitment to community-centred development, and a passion for advancing health equity, human rights, and social impact.

Specific Responsibilities:

Growth Strategy and Developing Market

- Develop and execute Alliance India's corporate fundraising and strategic partnership strategy to drive sustainable revenue growth and strengthen the organisation's long-term financial sustainability.

- Identify, cultivate, and secure high-value partnerships with corporates, corporate foundations, philanthropic institutions, family foundations, and other strategic funding partners.
- Track market trends, emerging CSR priorities, ESG developments, and philanthropic giving patterns to identify new opportunities and strengthen Alliance India's competitive positioning.
- Develop a category specific value proposition, by developing appropriate programme strategies, which is impactful and CSR oriented. For example, in areas like, nutrition, education & skilling, preventive health, NCDs, digital health, SRH, community health, WASH-in-health, etc.
- Responsible to own the end-to-end partnerships cycle including identifying leads, approaching, proposal development including budgeting, legal/contracting, and closure.
- Build and maintain a robust pipeline of funding opportunities, ensuring a balanced portfolio and reduced dependency on any single donor or funding source.
- Secure multi-year and multi-location partnerships that contribute to organisational growth, programme scale, and long-term impact.

Donor Retention Strategies

- Build and nurture long-term relationships with senior corporate leaders, CSR heads, foundation executives, and other strategic stakeholders.
- Serve as the primary relationship manager for key corporate and institutional partners, ensuring high levels of engagement, trust, and partnership satisfaction.
- Develop and implement donor stewardship strategies that support partnership retention, renewal, expansion, and co-investment opportunities.
- Ensure timely delivery of high-quality reports, impact communications, knowledge products, and engagement opportunities that demonstrate value and strengthen partner confidence.
- Facilitate strategic partner engagement initiatives, including employee volunteering, leadership interactions, field visits, and impact-sharing platforms, where relevant.

Programme Design and Resource Mobilisation

- Lead the development of compelling, scalable, and fundable programme concepts aligned with partner priorities and Alliance India's strategic objectives.
- Work closely with programme, finance, strategic information, and other internal teams to develop high-quality proposals, budgets, implementation frameworks, and impact measurement plans.
- Translate corporate priorities, CSR objectives, ESG commitments, and social investment goals into meaningful, community-centred interventions.
- Ensure that programme designs demonstrate innovation, measurable outcomes, sustainability, and potential for scale.
- Contribute to the development of strategic thought leadership, partnership propositions, and resource mobilisation materials that enhance Alliance India's visibility and credibility

Governance, Compliance & Risk

- Ensure that all fundraising, partnership, and donor engagement activities comply with applicable laws, regulations, donor requirements, and organisational policies.
- Oversee partnership due diligence, contracting processes, and compliance requirements in collaboration with relevant teams.
- Maintain effective pipeline management, revenue forecasting, and partnership tracking systems to support informed decision-making.
- Identify and proactively manage risks associated with fundraising, partnerships, donor expectations, and programme commitments.

Leadership, Representation and Organisational Contribution

- Provide strategic leadership to the corporate fundraising function, fostering a culture of collaboration, innovation, accountability, and high performance.
- Represent Alliance India with external stakeholders, including corporates, foundations, industry forums, networks, and other potential partners.

- Strengthen Alliance India's positioning as a credible and trusted partner for social impact, public health, and community development initiatives.
- Work collaboratively with senior leadership and cross-functional teams to support organisational priorities, growth opportunities, and long-term strategic planning.
- Contribute to organisational learning by sharing market intelligence, funding trends, and partnership insights that inform decision-making and future investments.
- Uphold the mission/vision and values of Alliance India and to work within its equal opportunities' framework, demonstrating the behaviours and competencies as appropriate for the position.

Education

- MBA/PGDM (Marketing / HR / Finance / Sales / PR / General Management).
- Graduate/post graduate degree in health/ social science will be an added advantage.
- Executive education or exposure to CSR/ESG/sustainability/development finance will also be an advantage.

Experience

- 12-15 years of progressive professional experience in strategic partnerships, corporate fundraising, business development, key account management, or resource mobilisation, including significant engagement with senior corporate stakeholders and decision-makers.
- Minimum 4-6 years of leadership experience managing corporate fundraising, CSR partnerships, institutional funding portfolios, or strategic business development functions within the development, social impact, healthcare, or allied sectors.
- Proven track record of developing, negotiating, and closing complex funding partnerships, including partnership renewals, strategic expansions, and co-funding opportunities.
- Strong experience in identifying new funding opportunities, building donor pipelines, and delivering sustainable revenue growth against organisational objectives.
- Proven track record of securing high-value CSR and institutional grants, including multi-year funding.
- Proven experience in developing impactful, scalable and result oriented concept notes aligning corporate visions.
- Demonstrated ability to build and maintain relationships with senior corporate leaders, CSR Heads, Foundation leaders, CXOs, and other key stakeholders.
- Experience within the health, public health, healthcare delivery, nutrition, sexual and reproductive health, community development, or related social sectors is highly desirable.
- Experience of working in mission-driven organisations and managing partnerships within complex stakeholder environments will be an added advantage.

Key Skills and expertise.

- Strategic thinker with the ability to identify growth opportunities and translate them into sustainable, long-term funding partnerships.
- Strong business development and partnership-building capabilities, with a demonstrated track record of securing, managing, and growing high-value corporate, foundation, and institutional relationships.
- Deep understanding of the CSR, philanthropy, ESG, sustainability, and social impact ecosystem in India, including funding priorities, partnership models, and decision-making processes.
- Strong credibility and executive presence, with the ability to engage, influence, and build trusted relationships with senior corporate leaders, CSR Heads, Foundation leaders, philanthropists, and institutional stakeholders.
- Proven capability to position social impact initiatives as strategic value propositions for partners while aligning organisational priorities with donor objectives and funding priorities.
- Excellent negotiation, influencing, and deal-closing capabilities, including experience managing complex, multi-stakeholder and multi-year partnership cycles.
- Demonstrated ability to develop compelling value propositions, concept notes, proposals, and business cases that result in successful funding outcomes and long-term partnerships.
- Strong commercial acumen, with the ability to manage funding pipelines, assess partnership opportunities, forecast revenue, and drive sustainable growth within a nonprofit context.

- Exceptional communication, presentation, networking, and storytelling skills, with the ability to articulate evidence-based impact and build compelling narratives for diverse audiences.
- Demonstrated leadership capability, including the ability to inspire teams, foster collaboration across functions, and drive high performance in a dynamic and evolving environment.
- Ability to build and sustain partnerships across diverse stakeholders, including communities, civil society organisations, corporates, foundations, academia, and government institutions.
- High levels of integrity, accountability, professional credibility, and commitment to Alliance India's mission, values, and community-centred approach.
- Passion for public health, health equity, social justice, and improving the lives of vulnerable and marginalised populations.
- Should be available to travel 20 to 30% of time in domestic travels as required.

The position requires a strong commitment to HIV/AIDS and Sexual and Reproductive health and civil society initiatives in India and a demonstrated interest in engaging with relevant issues.

Alliance India is an equal-opportunity employer. Applications are welcomed and encouraged from women and by people most affected by the epidemic and living with HIV and the members of the key population we work for.

As a matter of policy, **Alliance India** operates rigorous recruitment and selection procedures and checks.

The compensation package will be commensurate with qualification and experience. Interested candidates meeting the above criteria are requested to submit their resume along with a cover note to recruit@allianceindia.org before the closing date.

Please indicate the title of the position applied for in the subject line of your e-mail and mention your current salary details in the cover note. Cover note is mandatory, which should also include specific narrative on your suitability to the role and demonstrable examples of achievements.

The last date to apply for the position is 30th September 2026

India HIV/AIDS Alliance

6 Community Centre, Zamrudpur, Kailash Colony Extension, New Delhi – 110 048

Tel: (011) 4536 7700

Email: recruit@allianceindia.org

Website: www.allianceindia.org

Please note that we will not be able to notify all applicants. Only short-listed candidates will be notified about subsequent selection procedures. Applications will be reviewed on a rolling basis. Interested candidates are encouraged to submit their applications at the earliest opportunity.