



**MYNA
MAHILA**

Job Title: Resource Mobilisation Lead

Reporting to: Sweta Kanavaje, Director, Operations at Myna Mahila Foundation

Location: In-person, Mumbai, India (Hybrid)

Minimum Qualifications: Bachelor's or Master's degree in Marketing, Communications, Finance or MBA and/or proven experience in fundraising and communications in development sector

Start Date (Earliest): November 2025

About Myna Mahila Foundation:

Myna Mahila Foundation works to improve women's agency, shifts social norms, and empowers women to meet their full potential. It focuses on women in urban slums and has three verticals: (1) Myna Health focuses on improving women's sexual and reproductive health (SRH) outcomes with a reach of 1.5 million women. (2) Myna Employ helps provide job opportunities to women through digital work. (3) Myna Research gathers primary data on women's agency, employment and health outcomes in urban slums, and runs evaluations, including randomised control trials, to highlight women's persistent problems and demonstrate solutions for scale. Across all verticals, Myna uses the MHealth application and its features to reduce the digital divide, provide access to information, and connect women.

Myna Mahila is an internationally renowned, award-winning, and technology-driven NGO and its work has been supported by the Bill & Melinda Gates Foundation, Stanford University, Queen's Commonwealth Trust, Microsoft, ONGC, Reliance Foundation,



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Stanford University, Queen's Commonwealth Trust, Microsoft, ONGC, Reliance Foundation, Stanford University, and MIT Solve, among others. Together, we seek to shift mindsets that are holding women back, fostering an environment where women are inspired to speak up like the chatty “Myna” birds.

Job Summary:

Myna Mahila is looking for an energetic, self-motivated individual who is not afraid to take on challenges and can passionately tell Myna’s story to inspire and motivate donors. Our Fundraising Lead will be focusing on the fundraising efforts of the organisation to mobilize resources for the organization overall and for program implementation, specifically working on CSR related initiatives.

Duties/Responsibilities:

- Lead the fundraising strategy and execute on it end-to-end
- Initiate fundraising campaigns and conversations with individuals (HNIs), philanthropic organizations and family foundations, and most important, corporates (CSRs).
- Arrange and lead meetings to generate funding and form long-term partnerships.
- Write fundraising proposals for funding award applications and apply to grants timely.

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- Manage fundraising the total sum needed for the financial year's budget
- Own Salesforce management at the back-end, and utilize the software for data analysis and presentations to the CEO and the Board.
- Maintain strong relationships with existing and new key funders and stakeholders. This includes but is not limited to, managing the newsletters, individual check-ins, leading presentations and follow-up calls.
- Maintain database and background on current and potential funders, stakeholders and partners.

Other Responsibilities:

- Creating and maintaining a database of donor leads and prospective donors
- Maintaining relationships with recurring donors to meet fundraising goals. This includes mapping, screening and research of new fundraising prospects through online and offline networking
- Leading and operationalizing donor engagement strategy to drive measurable achievements of fundraising strategy and administer strategy updates for dynamic project needs.
- Leading donor interactions and identifying funding opportunities. Based on creating and ensuring implementation of work plans inclusive of designing and writing materials for communications with different prospective donors and channels.
- Assisting with the proposal development. This involves creating budget plans, presentations and coordinating with project leaders.



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- Ensuring fundraising content is updated on the website and social media.
- Monitoring, evaluating and reporting on effectiveness of individual fundraising initiatives and campaigns.

Qualifications:

- 4+ years in Marketing, Fundraising, Impact evaluation or relevant sector
- Development sector professional preferred
- Minimum Bachelors' degree from a reputed Indian or global institution, MBA or financial Masters degrees preferred but not required
- Effective verbal and written communication.
- Empathetic, enthusiastic, self-motivated, willing to be challenged and take personal responsibility.
- Ability to work successfully across the organization and having flexible thinking.
- Having a high level of sense of responsibility.
- Strong command over Microsoft office, G-Suite.
- Initiative and attentive to details
- Good analytical skills in developing and implementing resource mobilization strategies
- Willing to travel among other offices and site locations in Myna's offices based in urban slum settings

How to apply:

- Share your CV and Cover Letter on [**work@mynafoundation.com**](mailto:work@mynafoundation.com)
- You can also fill the application form [here](#).



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