



Pratham USA

JOB TITLE: Regional Development Manager

Overview

Established in 1995 to provide education to children in Mumbai slums, Pratham (which means “first” in Sanskrit) is now one of the largest and most successful non-governmental education organizations in India. Working in collaboration with governments, communities, parents, teachers, and volunteers, we focus on innovative interventions to address gaps in the education system. The clarity of our mission—“every child in school and learning well”—drives our focus to make an impact on the lives of India’s children and extends from our leadership to our team in the field.

With operations in 21 of India's 29 states, Pratham reaches millions of children and youth each year, from Kashmir to Tamil Nadu. Our methods have also spread beyond India's borders through ASER (Annual Status of Education Report), India’s largest citizen-led assessment which has inspired parallel assessments of children's learning in fourteen countries across the world.

What we do

Develop Innovative Programs - Pratham uses outcome-driven programs that reconfigure teaching methodologies and challenge ineffective learning mechanisms. Our strategies focus on results, accountability and continuous learning and improvement.

Build Scalable Models - Pratham's low-cost learning models are rigorously tested and evaluated so they can be easily replicated on a larger scale to provide quality education to every child.

Advocate Change - Pratham’s willingness to take risks, adapt to changing circumstances and look beyond our programs gives us the leverage to create broader change. We amplify our impact by freely sharing information with other nonprofits and using our findings to advocate for large-scale policy changes.

Inspire Action - We engage parents, teachers and government to make learning a community effort. Local volunteers are vetted, trained and monitored to help implement learning interventions at the grassroots level using Pratham’s high-quality teaching materials.



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Pratham USA is a volunteer-driven organization with 13 chapters across the United States that raise awareness and mobilize financial resources for our work on the ground. With a four-star rating (the highest possible) from Charity Navigator, Pratham USA demonstrates accountability and transparency as a non profit organization. More information about Pratham USA can be found here: [Pratham USA](#)

Job Description

Pratham USA is recruiting a Regional Development Manager to assist in designing, implementing and tracking fund development opportunities, primarily for mid-level and board gifts, in the West Region. The West Region consists of chapters in Seattle, San Francisco, LA/Southern California and Phoenix. The Development Manager will be based out of Seattle (preferred) or LA and will work closely with Board members, volunteers and the Pratham USA team. The manager will report to the Director of Philanthropy Operations and work in close partnership with the Major Accounts team.

Pratham USA seeks an entrepreneurial individual experienced in fundraising and board and chapter management with an exceptional level of personal responsibility, who is adept at conveying our message persuasively to garner financial resources.

Specific Responsibilities

- Personally manage and cultivate a portfolio of 150-200 donors with the aim to establish long term relationships. Track and steward portfolio with a goal to upgrade them within the mid-level giving tier, for potential board membership and for major gift giving.
- Partner with chapter board leadership and team to plan and implement local engagement and fundraising strategies that engage current and lapsed donors, expand the Pratham USA footprint and raise awareness and fundraising in the the West region.
- Identify growth opportunities for brand awareness & donor pipeline.
- Manage chapter boards, including organizing quarterly chapter board meetings, soliciting board commitments, motivating and supporting them as Prahtam advocates and onboarding and offboarding board members in consultation with Chapter Leadership.
- Strategize and help execute on local galas, salons, and other cultivation events in conjunction with national events team and board committees. Be



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- responsible for fundraising activities and logistical support at local events.
- Ensure appropriate and consistent donor-centric communications in all materials, such as solicitation, acknowledgement, stewardship, integrated on CRM and customer service.
- Represent Pratham for local giving opportunities
- Deliver on special projects and campaigns as needed.
- The role will involve regional travel with evenings and weekend work schedules based on need.

Required Skills and Competencies

- Minimum of 5 years experience in non-profit development/fundraising required.
- Bachelors' degree in a related area preferred or additional related academic courses or professional training.
- Passionate about education and demonstrated empathy for international development.
- Superior interpersonal skills and relationship management experience, including ability to manage and motivate volunteer stakeholders.
- Ability to problem solve and think creatively to provide excellent customer service to donor and stakeholder base
- Excellent presentation, written and verbal communication skills – including the ability to listen and target communications to specific interests and audiences.
- Comfortable organizing and tracking multiple work streams with ability to meet established deadlines
- Knowledge of Salesforce or other CRM preferred.
- Proficiency in GSuite applications required.
- Able to work with minimal supervision as well as part of a team.

Compensation

The position is full-time with competitive compensation and benefits commensurate with the US market in the social impact field.

Location and Travel



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This is a remote role based in Seattle (preferred) or LA/Southern California. Also requires flexibility to travel as needed.

How to Apply

Email a cover letter describing your qualifications and relevant experience, a resume and salary requirements to hire@prathamusa.org.

Pratham is an equal opportunity employer and encourages people from diverse backgrounds to apply for positions within our organization.