



Pratham USA

JOB TITLE: Senior 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 over twenty 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.

Pratham USA

Pratham USA is a volunteer-driven organization with 14 chapters across the United States



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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 Senior Regional Development Manager to design, implement and track fund development opportunities, specifically for mid-level and major gifts in the West Region. The West Region consists of chapters in SF Bay Area, Seattle, LA/SoCal, Phoenix and Portland. The Development Manager will be based out of the SF Bay Area and will work closely with Board members, volunteers and the Pratham USA team.

Pratham USA seeks an entrepreneurial individual experienced in fundraising with an exceptional level of personal responsibility, who is adept at conveying messages persuasively to garner financial resources.

Specific Responsibilities

- Personally manage and cultivate a portfolio of donors with the aim to establish long term relationships and upgrade them within the mid-level giving tier, as well as into the major gifts giving. Portfolio to include both unrestricted giving as well as restricted grants.
- Set and meet annual chapter fundraising and expense targets.
- Build and manage a pipeline of new mid-level and major donors (\$2,500- \$25,000) within the chapters and diversify fundraising portfolio in the region in cooperation with Chapter Leadership & Boards.
- Collaborate with the Major Accounts and Communications teams to design and implement stewardship and retention strategies for current and lapsed donors; ensure proper benefits administration and recognition.
- Manage chapter boards, including organizing quarterly chapter board meetings, soliciting board commitments and onboarding and offboarding board members in consultation with the Chapter Leadership.
- Strategize, manage and execute on local salons, and other cultivation events in conjunction with national events team and board committees. Be responsible for all fundraising activities at local events.
- Serve as the fundraising, planning lead for galas - the biggest fundraising annual event within chapters.
- Locally implement national-level programs across the US like corporate, youth initiatives, fundraising campaigns, etc.
- Ensure appropriate and consistent donor-centric communications in all materials, such as solicitation, acknowledgement, stewardship, integrated on CRM and customer service. Participate in writing, editing and image sourcing.



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- Represent Pratham for local giving opportunities, including corporate employee matching.
- 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.
- Passionate about education and demonstrated empathy and experience in international development.
- Superior interpersonal skills and relationship management experience.
- Excellent presentation, written and verbal communication skills – including the ability to listen and target communications to specific interests and audiences.
- Knowledge of Salesforce preferred.
- Proficiency in Microsoft office and Google applications required.
- Motivated self-starter who can think critically and solve challenges creatively. Ability to work effectively in a results-oriented team environment and meet established deadlines.
- Able to work with minimal supervision as well as part of a team.
- Require drivers license and ability to travel locally as needed.

Compensation

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

Location and Travel

This is a remote role based in SF Bay Area. 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



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backgrounds to apply for positions within our organization.