



Pratham USA

JOB TITLE: Development Manager - NY Tristate

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 seeks a Development Manager to play a strategic administrative role in advancing the organization's fundraising operations in furtherance of its charitable mission. This position is responsible for planning, analyzing, and directing fundraising strategy and development operations for the NY-TriState Chapter and exercises independent judgment on matters of significance affecting organizational revenue and effectiveness.

Position Summary

The Development Manager serves as a key strategic partner to regional leadership and chapter boards, with responsibility for developing and implementing fundraising strategy, establishing development processes, and advising on donor and corporate engagement initiatives. The role operates with a high degree of autonomy and discretion and is not limited to logistical or administrative support functions. The position reports to the Director of Philanthropy Operations and the Associate Director, Philanthropy (NY tri-state)

Specific Responsibilities

- Plan, direct, and oversee chapter-level fundraising initiatives, including the annual fall NYC Gala and local salons and meetings, by setting strategy, revenue targets, donor engagement priorities, and coordination frameworks, while working collaboratively with the national events and development teams on execution.
- Collaborate closely with the Associate Director on chapter planning, analysis, target setting, and evaluation of fundraising performance across major initiatives and campaigns.



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- Personally manage a portfolio of mid-level gifts and to establish long-term relationships and cultivate their interests in Pratham programs.
- Oversee donor portfolio strategy for mid-level donors (\$10,000–\$20,000) in the NYTriState Chapter, including determining cultivation approaches, stewardship priorities, and growth strategies.
- Set strategy and priorities for chapter initiatives, including Readathon and the Young Professionals board (incorporated in 2025), by working collaboratively with the Senior Associate of Community Engagement to establish and refine processes, monitor participation and outcomes, and track performance of events and board meetings for planning and reporting purposes.
- Develop and direct corporate engagement strategy for the Chapter, including expanding corporate relationships beyond gala sponsorships through ERGs, volunteer initiatives, and relationship-based engagement models.
- Analyze fundraising performance, donor trends, and revenue outcomes across events, donor segments, and initiatives, and make recommendations regarding targets, allocation of effort, and strategic adjustments.
- Advise chapter leadership and board members on fundraising goals, performance metrics, and operational improvements.
- Collaborate with the national marketing and communications team to guide chapter social media presence, website content, and event marketing materials in support of fundraising strategy and donor engagement objectives.
- Lead cross-functional collaboration with development, marketing, events, and operations teams to ensure fundraising initiatives align with organizational priorities and revenue goals.
- Deliver and oversee special projects and campaigns as assigned, with responsibility for strategic planning, monitoring progress, and evaluating outcomes.
- Participate in regional travel and attend evening and weekend events as required, consistent with the strategic oversight and leadership responsibilities of the role.



Required Skills and Competencies

- Bachelor's degree
- Minimum 3-5 years of dedicated experience working in Individual fundraising
- Strong project management experience
- Superior interpersonal skills.
- Passionate about education and fundraising, demonstrated empathy for international development and diverse cultures.
- Demonstrated ability to work effectively and respectfully across diverse cultures, backgrounds, and perspectives in a collaborative environment.
- Motivated self-starter who can think critically and solve challenges creatively
- Excellent presentation, written and verbal communication skills
- Knowledge of Salesforce preferred, and proficiency in Microsoft Office and Google applications required
- 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
- Able to work effectively with volunteers

Compensation

The position is full-time with a salary range of \$80,000–\$100,000. Final compensation will be based on experience and interview performance.

Location and Travel

This is a remote role based in New York, which will require flexibility to attend in-person events and be available to travel as needed.

Benefits

Medical Dental Vision Insurance
401k Employer match
PTO

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.