



**JOIN OUR FIGHT  
FOR CHILDREN AT RISK  
ON THE STREETS**

**NATIONAL MANAGER FUNDRAISING - CORPORATE**  
RECRUITMENT PACK

**children** RAILWAY  
Fighting for street children



## WE BELIEVE IN A WORLD WHERE NO CHILD HAS TO LIVE ON THE STREETS

At Railway Children, we fight for vulnerable children who live alone and at risk on the streets, where they face abuse and exploitation. They run away or are forced to leave homes where they suffer poverty, violence, abuse and neglect.

They find themselves living on the streets because they have nowhere else to go and nobody to turn to.

Every day we fight to change their story.

### EVERY 5 MINUTES A CHILD ARRIVES ALONE AND DESPERATE ON A RAILWAY PLATFORM IN INDIA

Abusers know exactly where to find them and how to lure them in. Once in their hands, most street children are lost forever. We're there to reach them first.

With projects in the UK, India and East Africa, we aim to reach these children as soon as they arrive on the streets and intervene before an abuser can.

Our pioneering work enables us to get to children before the streets get to them.



# WE KEEP CHILDREN OFF THE STREETS FOR GOOD

## WE DO THIS IN THREE WAYS

### ON THE STREETS

We race to reach a child on the streets before abusers, drug dealers and traffickers do. Finding them shelter, food and support is the first step.

### IN COMMUNITIES

We work with families, neighbours and wider communities to raise awareness, change perceptions and to help all children get the support they need to stay safe.

### WITH GOVERNMENTS

If the system doesn't change, nothing does. We lobby governments, pressurise and campaign until we get the policy changes that keep children safe, well and off the streets forever.



# WE WILL NEVER STOP FIGHTING FOR STREET CHILDREN. WILL YOU?

At Railway Children, we see ourselves as warriors, united in changing the long-term future for children living alone and at risk on the streets.

Our passion and values underpin everything we do. They unite us and provide the energy and optimism that drives us to work harder and harder for the children and young people we are privileged to help.

If you share our passion and our values, the chances are, you'll fit right in.

## Effectiveness

Our work is constantly judged on results and impact and then assessed to ensure maximum return on investment, both in our programme outputs and financially. Every penny of donors' money is invested with care and attention to detail.

## Innovation

We think outside the box, and are constantly reviewing our work to find new and improved ways of doing the best for our beneficiaries. We lead rather than follow and constantly push ourselves to deliver sector leading work.

## Bravery

We are not afraid to push the boundaries, ask the tough questions, try new things or challenge the norm in order to change the world.

## Honesty & integrity

We will always act with integrity towards our supporters, partners and peers, acting in the best interests of our beneficiaries at all times.

Sound like you? Then read on...



# THE ROLE

## **NATIONAL MANAGER FUNDRAISING - CORPORATE**

Salary: Competitive

Location: Gurgaon

Reporting to – Head of Fundraising

# JOB PURPOSE

The post-holder will be responsible for managing and developing relationships with companies to ensure that all the relationships reach their full funding potential so that RCI can achieve significant growth in income.



# KEY RESPONSIBILITIES

- Enable RCI to raise Rs 70 Cr in five years (2017 to 2022) from corporates. To this effect, develop the annual FR plan to achieve targeted income from corporate donors (to include goals, targeted incomes, resourcing plan and budgets).
- Provide high quality account management to current corporate supporters, enhancing mutual benefits, maximise income generation and relationship longevity.
- Ensure quality of the fund raising processes.
- Develop and manage relationships with key stakeholders and colleagues to obtain, manage and approach prospects.
- Develop and maintain a comprehensive pipeline of companies to be approached for partnerships including employee engagement and project support.
- Prepare tailored communication materials including e-mails, letters, presentations, concept notes, proposals and phone scripts.
- Monitor and report on income generation in line with projections, report on variance and take responsibility for achieving and exceeding income target.
- Represent RCI in all relevant fundraising events.
- Maintain effective communication with other fund raising team members in order to maximise fund raising opportunities.



# ESSENTIAL SKILLS AND EXPERIENCE

- A Master's degree in Social work / MBA Marketing & Sales.
- 8 to 9 years minimum experience in raising significant funds from corporate donors with a proven record in developing significant relationships and exceeding fundraising targets.
- Experience of building and delivering joint working plans.
- The ability to deliver growth and targets through other people and own initiatives.
- High degree of commercial astuteness and a passion for growing income.
- Excellent written and verbal communication skills along with the strong networking skills necessary to build relationships effectively with people at all levels.
- Experience of developing strong communication plans.
- Experience of engaging people in a complex, distressing and often hidden issue.
- Energetic and highly driven with a sales focus.
- Good organisational skills and the ability to work to deadlines.
- Strong monitoring and evaluation skills.
- Strong understanding of both online and offline channels.



# A GREAT PLACE TO WORK.

Railway Children India is a liaison office of a UK charity as well as a section 25 (now section 8) company. In 2013 Railway Children India was established as a not for profit (section 8) company to scale and sustain the impact of our work.

Railway Children has been working in India for over 20 years. We continually strive to provide a positive work environment for all our employees.

This is an exciting time to be joining Railway Children India.

In the next five years we have exciting plans to upscale our work dramatically.

We will work in more locations than ever before.

We will recruit more staff.

We will raise more than 78 crore rupees.

And here's the best part, we will help 120,000 of India's most vulnerable children.

If you would like to be part of this exciting journey, we'd love to hear from you.



# STILL INTERESTED?

## HOW TO APPLY...

To apply for this post, please submit a letter outlining how you meet the criteria and your current curriculum vitae to: **Pooja Srivastava**  
**[pooja@railwaychildren.org.uk](mailto:pooja@railwaychildren.org.uk)**

Applications can also be posted to:

Railway Children (India)  
M12/9  
Lgf  
D L F Phase 2  
Gurgaon  
DEHLI - 122002  
India

We regret that it is not possible to respond to every applicant and only those selected for interview will be notified.

**THANK YOU.**