

Position Title: Fundraising Manager, India

Department: Youth, SDGs, and Socio-cultural learning & exchange through performing arts

Reports to: Chief Operating Officer

Organization: [Up with People](#)

Location: India

Position Summary:

As the Fundraising Manager, India at Up with People, you will play a pivotal role in driving our fundraising efforts and ensuring the financial requirements of the [Voices India 2024](#) Tour. You will be responsible for developing and implementing comprehensive fundraising strategies to cultivate relationships with donors, secure funding, and advance our mission.

Key Responsibilities:

1. Develop and execute strategic fundraising plans to meet the total expenses of the *Voices India 2024 Tour* of Up with People and also support organizational growth.
2. Identify and cultivate relationships with individual donors, corporate sponsors, foundations, and other potential funding sources.
3. Plan and oversee fundraising campaigns, events, and initiatives to engage donors and raise awareness of our mission.
4. Manage donor stewardship activities, including acknowledgment, recognition, and ongoing communication to foster long-term relationships.
5. Research and pursue new funding opportunities, including grant opportunities and partnerships, to diversify revenue streams.
6. Collaborate with the marketing and communications team to develop fundraising materials, appeals, and messaging that effectively communicate our impact and inspire donor support.
7. Manage donor databases, track donations, and generate reports to evaluate fundraising performance.
8. Stay informed about fundraising trends, best practices, and regulatory requirements to continuously improve our fundraising strategies and practices.
9. Represent Up with People at networking events, conferences, and community gatherings to expand our donor base and raise visibility.

Qualifications:

1. Bachelor's degree in nonprofit management, business administration, marketing, communications, or a related field (master's degree preferred).

2. Proven experience in fundraising, preferably with a minimum of 2 years of experience in a managerial or leadership role within a nonprofit organization.
3. Strong track record of successfully planning and executing fundraising campaigns and initiatives that have achieved measurable results.
4. Good communication skills, both verbal and written, to effectively articulate our mission and impact to donors and stakeholders.
5. Leadership and management skills, with experience in team building, goal setting, and performance evaluation.
6. Proficiency in managing donor databases and track fundraising metrics.
7. Adeptness to work collaboratively across departments and with diverse stakeholders to achieve fundraising goals.
8. Commitment to advancing our goals through effective fundraising efforts.
9. Fluent in local language(s) in the region and English to communicate internally with the UWP team

Remuneration: \$1,500 USD Monthly

How to Apply:

Please submit your resume and a cover letter outlining your qualifications, key achievements, and interest in the Fundraising Manager position at Up with People to employment@upwithpeople.org. Shortlisting and interview will happen on a rolling basis until the position is filled.

About Up with People:

Up with People, established in 1968 as a 501(c)(3) international non-profit organization with the mission to empower communities and youth through transformative programs. Up with People equips young adults to lead change in the world through performing arts, dialogue, and worldwide travel. Since its inception, Up with People has hosted 22,000+ youth participants in their programs from 135 countries and engaged over 5 million people from 73 cultural regions with a common message for peace.

Up with People continues to further its vision of an inclusive and peaceful world where people are equal in dignity and rights, by developing and scaling unique programs focused on fostering values-based leadership and life skills. Up with People has ambitious goals with the launch of its VOICES program, focused on proudly developing a community of changemakers to lead conversations, communities, and collective action on global challenges. VOICES offers an experiential curriculum, cultural exchange, mentorship to create and implement a capstone project, opportunity to perform a show and organize a community peace festival.

Up with People is an Equal Opportunity Employer and is committed to promoting the growth of a diverse and inclusive culture.