

JOB DESCRIPTION

Regional Director

About the role:

As Regional Director, you will network effectively and organise fundraising events for Cuddles Foundation in your home location. You will steward and cultivate major donor relationships with institutions and high-net-worth individuals in your region. You will also be responsible for identifying networking and branding opportunities for Cuddles in the city. You will have an ambitious fundraising target for the year, which you will need to achieve through multiple events, alliances and networking in the city.

Reporting Relationships:

- You'll report to the Head of Fundraising.
- You'll work closely with events, marketing and fundraising teams.
- You're an individual contributor who will also be supported by fundraising team members.

Core Responsibilities (80% of the time):

- You'll work towards achieving the fundraising target from the region by ensuring the following activities:
 - Identify a comprehensive list of HNI individuals and companies with CSR budgets to target in Bengaluru.
 - Identify alliances in the region (example: YPO etc.) and work towards generating funds through them.
 - Reach out to people from the list to build a network of supporters in Bengaluru through in-person meetings.
 - Build a complete funnel of fundraising prospects to allow multiple sessions every week, ensuring progress in the funnel through the week.

- Plan and organise various events (with the support of the events team) in line with our brand values and culture to raise funds and awareness in Bengaluru about our work.
- Accompany prospective donors and existing donors to hospital visits.

Additional Responsibilities (20% of the time):

- You may need to hire an on-ground team as necessary.
- You'll need to find a budget-friendly, centrally located co-working space for a comfortable meeting space for prospective donors and ease of communication among the Cuddles team.
- You'll manage and resolve critical escalations from donors/prospects in the region.
- You'll understand the ways of working at hospitals by visiting them once a quarter in a city other than your home location.

Must-Haves:

- A graduate / post-graduate degree from a top-tier institution.
- At least 7 years of relevant work experience.
- Capable of driving operations in high pressure and goal-driven environment.
- An entrepreneurial mindset with a background in fast-growing organisations.
- Work experience in sales or fundraising.
- Ability to manage/execute high profile events.

Skills:

You are a skilled salesperson

You will provide a high-quality interaction and a fulfilling donor experience for HNIs donors using techniques and knowledge to identify their needs and connect with them individually. You actively listen and speak clearly, concisely and with purpose.

You are a master negotiator

You will communicate clearly what you're hoping to walk away with and where your boundaries lie. You will need to have a high degree of emotional intelligence to read other parties' emotions, enabling you to create the best outcomes in any negotiation.

You are meticulously organised

You will ensure that notes are taken and documented for all-important conversations and meetings and shared with all. You will follow through on your commitments and follow up on commitments made by others.

This role is not for you if:

- You don't like meeting or engaging with people you don't know.
- You are not used to working independently.
- You are not passionate about our cause.

Location: Bengaluru

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