

ABOUT SNEHA

SNEHA (Society for Nutrition, Education and Health Action) is a Mumbai-based non-profit organization dedicated to improving the health, nutrition, and safety of women and children living in vulnerable urban informal settlements. Our mission is to empower urban women and children through integrated health and nutrition programs, education, and advocacy.

We work through a dual approach—engaging both care seekers and care providers. At the community level, we empower women and families to become agents of change, while simultaneously collaborating with public health and safety systems to drive sustainable improvements in urban health outcomes.

SNEHA’s key programs include:

Maternal and Child Health
Empowerment, Health and Sexuality of Adolescent
Prevention of Violence against Women and Children
Public System Partnership
Palliative Care

Between 2016 and 2025, SNEHA directly reached over 620,555 women, children, and healthcare workers, and indirectly impacted a population of over 3.63 million across seven municipal corporations and three municipal councils in the Mumbai Metropolitan Region (MMR).

Today, SNEHA is a 500+ member organization with deep grassroots presence and a strong track record of reducing maternal and neonatal mortality, child malnutrition, adolescent anemia, and gender-based violence—key determinants of health equity for families and communities.

ABOUT THE DOMAIN

The Fundraising domain is responsible for fundraising activities within SNEHA for both program and non-program funding. The domain is also responsible for donor relationship management along with the respective program teams.

“WHAT’S IN IT FOR ME” (WIIFM) - AT SNEHA

At SNEHA, our fundamental belief is that prioritizing people is key, demonstrating our strong dedication to nurturing a supportive and growth-driven atmosphere. We uphold an open-door policy that champions transparency and open dialogue. We actively invite employees to voice their ideas, feedback, and concerns, fostering a culture where innovation and teamwork can flourish.

If you value excellence and are passionate about nurturing individuals, SNEHA is the perfect place for you!!

For detailed Information visit our website: www.snehamumbai.org and follow us on:

SNEHA - SOCIAL MEDIA HANDLES	
	@snehamumbai_official
	https://www.facebook.com/SnehaMumbai
	@SNEHAMumbai
	https://www.linkedin.com/company/544355/
	@snehamumbai

PROFILE SNAPSHOT

Designation: Fundraising Manager

- Role:** The role of the Fundraising Manager is to develop and execute the organization's fundraising plan. The role involves raising funds for SNEHA's work as per the planned programme and domain budgets.
- Educational Requirement:** Bachelor's degree/Master's degree in any discipline
- Experience:** 10-12 years of work experience in the services industry
- Location:** Santacruz
- Reports to:** Associate Director - Fundraising and Communications
- Apply:** Applications are to be sent via email to recruitment@snehamumbai.org with the Subject line: "Fundraising Manager"

COMPREHENSIVE OVERVIEW OF THE POSITION

The Fundraising Manager will interface with CSR donors, prospective donors, Indian and international Foundations, Intermediary organizations and Retail donors. Internally, he or she will work actively with SNEHA program teams and domain functions, including Finance, Communications, Admin, IM, and Legal. In addition, there will be interfacing with Crowdfunding platforms (for online donations), software vendor (for donor management software) and Accreditation agencies.

DUTIES & RESPONSIBILITIES:

- Understand resource needs through regular interaction with Program teams and Finance team and arrange to fill resource gaps
- Prospecting of corporates and other institutions/foundations, including RFPs
- Secure funding support from individuals, foundations, corporates, intermediary organizations
- Submission of due diligence formats, online proposal forms, accreditations, supported by Fundraising Coordinator or Officer.
- Manage the data updation, analysis on donor management system including donor profiling
- Develop and maintain on-going relationship with existing donors
- Enable timely communication with donors – response to requests, on-time submission of proposals, reports, etc.
- Organize special donor and fundraising events
- Work with program and domain teams for timely proposal submission, donor reporting, etc.
- Work with Communications Manager for targeted fundraising communication material, project or donor-related social media posts and online donations
- Develop strategy for online and retail fundraising, including payroll giving, and execution of plans
- Manage visits of stakeholders with potential of fundraising and brand building
- Any other work that may be assigned to achieve organizational goals
- Ensure adherence to SNEHA values, policies and guidelines.

SKILLS & COMPETENCIES

- Strong strategic and implementation skills
- Excellent communication and networking skills
- Passion for the non-profit's mission
- Ability to work with cross functional teams
- Self-reliant, problem solver and results oriented
- An innovative thinker who can translate ideas into action in a timely manner

DESIRABLE

- At least 1-2 years of experience in the social sector, preferably working on nutrition/public health/gender.

“Come and be a catalyst for innovation and positive change—apply today to shape the future with us!”