

Dost Education Fundraising Lead Job Description

Fundraising Lead

(Senior leadership role)

Role Overview

Dost Education is looking for a strategic, relationship-driven Fundraising Lead to anchor and scale our resource mobilisation efforts. This person will work closely with leadership to shape fundraising strategy, deepen donor engagement, and build long-term partnerships that support Dost's mission of transforming early learning in India.

This is a high-ownership role for someone who enjoys storytelling, partnerships, and building sustainable funding pipelines.

Key Responsibilities

Fundraising Strategy & Planning

1. Develop and execute Dost's fundraising strategy across institutional donors, foundations, CSR, and individual giving.
2. Identify new funding opportunities and partnerships aligned with organisational priorities.
3. Support leadership in defining fundraising goals and long-term revenue planning.

Donor Engagement & Relationship Building

1. Build and nurture relationships with funders, partners, and grant-making organisations.
2. Lead donor communication, reporting, and engagement initiatives
3. Represent Dost in fundraising conversations, events, and partnerships

Grant & Proposal Management

1. Lead end-to-end grant lifecycle: research, writing, submission, tracking, reporting
2. Develop compelling pitch decks, proposals, and funding narratives
3. Ensure strong alignment between program teams and donor requirements.

Cross-Team Collaboration

1. Work closely with program, product, and communications teams to align storytelling with fundraising priorities.
2. Build internal systems for knowledge sharing and proposal development

Leadership & Growth

1. Strengthen fundraising systems, processes, and documentation.
2. Mentor team members and contribute to organisational strategy as part of the senior leadership group.

Who You Are

6–10+ years in fundraising, partnerships, or development sector
Strong track record of grant writing and donor engagement
Strategic thinker with strong communication and storytelling skills
Comfortable working cross-functionally and managing multiple stakeholders
Passionate about early childhood development and social impact