

Job Description

Associate/Senior Consultant – Partnerships & Growth

Background

Taru, **development advisory and think tank**, was established in 1990 as an institution with trans-disciplinary expertise to engage with India's development challenges. In 1996, it was incorporated as Taru Leading Edge under the Companies Act, offering a commitment of cutting-edge research and contextualized consulting services to its clients. Taru's expertise has been in Disaster Risk Management & Climate Change, Governance & Institutions, Natural Resource Management, Social Development, Livelihood, Urban Development, Water, Sanitation & Hygiene; Health, CSR, etc. Taru has undertaken policy analysis, strategy development, action research, technical assistance, programme design; project management support, assessments, and evaluations. Taru's clients include corporate, grassroots institutions, INGOs, bilateral and multilateral organizations, as well as States and Central Government.

The last two decades have seen Taru working on a range of institutional, financial, economic, social and technical issues across diverse public systems, cultures and corporate formations in more than a third of rural and urban domains of India. Taru also works in African Countries like Eswatini, Ghana and South Asian countries like Maldives, Nepal, Bhutan, Bangladesh, and Myanmar. The organization is committed to quality, accuracy, and succinctness in its consulting and advisory services. The Taru team of professionals have extensive national and international experience, along with a strong network of advisors, consultants, partner institutions, associations from different parts of the world.

The **Associate/Senior Consultant – Partnerships & Growth** is expected to play a key role through leading Taru initiatives on business development, partnership development knowledge management and monitoring of activities, etc. Taru is therefore considering engaging a **dynamic, self-motivated, and results-oriented Associate or Senior Consultant** to provide necessary support to its operations at international and national levels.

Tasks

Outreach

Identify and research potential funding sources, including grants, sponsorships, and partnerships

- Cultivate relationships with individual donors, corporate sponsors, and institutional funders
- Conduct frequent meetings with donors and clients to channel project-creating
- Prepare and submit grant proposals, sponsorship packages, and other fundraising materials
- Plan and execute events, including donor cultivation events, galas, and campaigns
- Represent the organization at various forums including bid meetings, and other events
- Effectively position the organization as the preferred partner of the clients and donors. Liaise and maintain client, and stakeholder relations
- Collaborate with the marketing and communications team to create materials and campaigns
- Maintain accurate and up-to-date donor records and databases
- Stay informed about industry trends, best practices, and new opportunities
- Support in partnership building with Clients, Donors, NGOs, Technical Organizations, CBOs, Subject Matter Experts, Sectoral Experts etc

Proposal Development

- Support in business development activities (sourcing of EOI/RFPs, bid preparation, proposal writing, etc.)
- Lead in concept note development and proposal writing
- Build the profile of the organization in different sectors

- Hold self-accountable for making decisions, managing resources efficiently, achieving and role modelling organizational values
- Technical assistance to improve both individual and institutional performances for effective outcomes
- Lead in knowledge management and develop innovative concepts, position papers, and terms of references related to operation
- Keep up to date with the work of all of the project teams, as well as the organization as a whole, to provide timely information to senior Taru staff.
- Aligning work style with established work culture and leadership team.
- Any other related activities, as assigned.

Qualification

Postgraduate or Professional degree in Social Science or Business Management or any other discipline relevant to this role from reputed institutes

- 4-6 years' experience especially with national, international, and corporate organizations. A person with experience in business development within the consulting space will be preferred.
- Ability to conceptualize, innovate, plan, and execute ideas.
- Capacity to develop work plans, budgets, and funding proposals.
- High personal & professional integrity. Team player and ability to work under pressure and meet deadlines. Problem-solving attitude. Experience in managing teams and logistics
- Excellent networking and partnership-building skills
- Good analytical, and knowledge management skills including writing and presentation skills
- Excellent fluency in English and regional languages would be an added advantage. Able to communicate clearly and sensitively with internal and external stakeholders.

Location

Delhi

CTC

Attractive. The remuneration shall not be a constraint for the deserving candidate.

Apply

Candidates can mail their CV with three references to at hr@taru.org

Please include your current CTC in your CV. To ensure that your application is sorted correctly, please clearly mention the title and location of the post in the subject line of your e-mail/application. Only shortlisted candidates will be contacted for the interview.