

Job Description - Jaldhaara Foundation

Introduction to WHIN	:	Jaldhaara Foundation is a not for profit organisation, incorporated under Section 25 of Indian Companies Act. Jaldhaara designs and implements social programs to change the water and hygiene practices in remote and unaddressed communities of India. Jaldhaara aims to change the behaviour towards the drinking habits of the community and also develops access to safe drinking water to school children and communities at large. Finally the Company plans to empower and employ women to operate as its large field work force.
Position Title	:	Head - Business Development
Level	:	L 6
Reports to	:	Chief Executive Officer
Function	:	Business Development
Location	:	Hyderabad

Basic Data	Function description	
	The incumbent will develop ethical fund raising strategies for India and through the foreign offices. He/she would lead the Business Development team for achieving the strategic objectives of Jaldhaara Foundation. Would also responsible for management and utilisation of funds as per the plan/budget. Laise and oversee the progress of projects with the Program management, Finance and Shared Services from time to time.	
	Contacts of the function	
	External to WHIN NGO's, Government, Non-Government Institutions	Internal to WHIN Marketing, COBU

Roles and Responsibility	Areas of Responsibility		Responsibility (See Legend)
	#	Tasks	
	1	Create sustainable ethical fund raising strategies within India and through the foreign offices	Full
	2	Set up and oversee the management of social business models to generate earned income for the organization	Full
	3	Ensure that all major funds are well managed and reported, attaining their objectives, and implemented within agreed budgets and timelines	Full
	4	Ensure broad and effective integration between the Sustainability and Programme departments, together with a strong pipeline of clear proposals, for corporates, trusts and foundations, and individuals	Full
	5	Plan and execute events on behalf of Jaldhaara Foundation for revenue generation	Shared
	6	Ensure timely reporting/presentation of various MIS reports related to Business Development and other assigned task	Shared

Supervisory Role	Number of Staff Controlled	8 to 10
-------------------------	-----------------------------------	---------

Knowledge, Skills and Attitude	Knowledge		Level (See Legend)	Future trend (See Legend)
	1	Functional Knowledge	Expert	=
	2	Technical Knowledge	Expert	=
	3	Process Management	Advanced	>
	Skill			
	1	Analytical Ability	Advanced	>
	2	Leadership skills	Expert	=
	3	Mentoring/Coaching	Expert	=
	4	Time Management	Expert	=
	Attitude			
	1	Commitment	Expert	=
	2	Decisiveness	Expert	=
	3	Accountability	Expert	=

Qualification and Experience	Education: Post Graduation / PhD in Marketing and Communication
	Functional Experience : Experience in the similar role of Business Development in Social sector
	Superspeciality : Liaison with Corporates/HNIs/Govt. agencies
	Other : NA
	Years of Experience : The incumbent should have a minimum of 7 - 10 years of experience in Business Development in social sector

Next Level	The incumbent could grow upto the role of Chief Executive Officer
-------------------	-------------------------------------------------------------------

Legends		
Responsibility	Full	Complete ownership of the task
	Shared	25 - 75% ownership
	Minor	< 25% ownership
Level	Expert	
	Advanced	
	Basic	
Trend	>	Will increase in future
	=	Will remain the same
	<	Will decrease in future