

## Associate Director, Individual Philanthropy, Pratham USA

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Company: Charity Search Group

Location: New York County, New York

Category: other-general

Position Title: Associate Director, Individual Philanthropy

Position: Full-Time, Remote, Exempt

Location: This is a remote role based in New York - which will require flexibility to travel as needed.

Salary: \$100,000 - \$120,000 based on experience. The position is full-time with competitive compensation and benefits commensurate with the US market in the social impact field.

[About Pratham](#)

Established in 1995 to provide education to children in Mumbai slums, Pratham (which means “first” in Sanskrit) is now one of the largest and most successful non-governmental education organizations in India. Working in collaboration with governments, communities, parents, teachers, and volunteers, we focus on innovative interventions to address gaps in the education system. The clarity of our mission—“every child in school and learning well”—drives our focus to make an impact on the lives of India’s children and extends from our leadership to our team in the field.

With operations in 21 of India's 29 states, Pratham reaches millions of children and youth each year, from Kashmir to Tamil Nadu. Our methods have also spread beyond India's borders through ASER (Annual Status of Education Report), India’s largest citizen-led assessment which has inspired parallel assessments of children's learning in fourteen countries across the world.

Pratham USA is an organization that relies on the dedication and efforts of volunteers, operating through 13 chapters spread across the United States. These chapters actively promote awareness and gather financial support for our on-the-ground initiatives. By receiving a prestigious four-star rating, the highest achievable, from Charity Navigator, Pratham USA is positioned within the top 3% of all nonprofit organizations in the nation. This achievement is a testament to our responsible financial practices, unwavering commitment to accountability, and transparent operations.

The Role

Pratham USA seeks a talented Associate Director of Individual Philanthropy to spearhead fundraising and enhance chapter involvement throughout the New York Tri-State area and beyond. Based in the New York vicinity, the Associate Director will collaborate closely with chapter leaders, board members, volunteers, the Pratham USA team, and program leaders in India. They will be accountable for the P&L and growth of the Tri-State region.

## Responsibilities

Collaborate with chapter leadership to devise and execute comprehensive engagement and fundraising strategies, ensuring continued revenue growth.

Develop and implement a three to five-year plan to achieve chapter revenue targets.

Pratham USA aims to increase philanthropic contributions from individuals, corporations, and foundations to \$40 million by 2026.

Personally nurture and oversee a portfolio of mid-level and major donors, while identifying new contributors from the Tri-State area to foster enduring relationships and enhance their giving.

Take ownership of fundraising objectives and targets for Galas and major events.

Engage with chapter board leadership and team to involve current and past board members and major donors, expanding Pratham USA's presence and fundraising efforts in the Tri-State region.

Manage chapter boards, including scheduling quarterly meetings, securing board commitments, and overseeing board member transitions in consultation with the team and Chapter Leadership.

Strategize and execute local galas, salons, and other cultivation events in collaboration with the national events team and board committees. Responsible for fundraising activities at local events.

Act as the representative for Pratham in local giving opportunities, including corporate employee matching programs.

Contribute to creating and refining philanthropic communications, including case statements, funding proposals, donor updates, and reports, in close coordination with the donor communications director and program leadership in India.

Stay informed and abreast of all Pratham programs and initiatives.

Execute special projects and campaigns as required.

This role will entail regional travel and may involve evening and weekend work as necessary.

## Requirements

Bachelor's degree is required, with a strong preference for a Master's degree in a related field.

Minimum of 8-10 years of experience in nonprofit development, with a minimum of 5 years specifically in major gift fundraising.

Demonstrated ability to successfully secure gifts of \$25,000 or more, with a track record of securing large gifts from new prospects.

Exceptional interpersonal skills and extensive experience in relationship management.

Genuine passion for education and a demonstrated empathy for international development.

Outstanding presentation, written, and verbal communication abilities, including the capacity to tailor communications to diverse interests and audiences.

Familiarity with Salesforce is preferred.

Proficient in Microsoft Office and Google applications.

Self-motivated individual who thrives as an independent thinker and problem-solver.

Capable of initiating and overseeing multiple complex projects, collaborating effectively in a results-driven team environment, and meeting established deadlines.

Able to work autonomously with minimal supervision while also being a strong team player.

Benefits

Pratham has engaged Charity Search Group to manage the recruitment process for this

position. To apply, kindly submit your application through the provided link. For inquiries or accommodation needs during the application process, please reach out to Orlisha Fox at (url removed) or visit.

Pratham is an Equal Opportunity Employer. We value a diverse workplace and strongly encourage women, people of color, LGBTQ+ individuals, people with disabilities, members of ethnic minorities, foreign-born residents, and veterans to apply. We celebrate diversity and are committed to creating an inclusive environment for all employees.

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