

Job Title: Regional Manager- Partnership			
Business Unit:	Sarvajal	Domain:	Business Development
Location:	Mumbai & Delhi	Band/Grade:	3A/2B
Department:	CSR-Partnership	Last updated on:	31 st December'18
		Degree of Travel required to:	High
Purpose of Job	Responsible for partnership with Corporate & CSR Foundations to raise funds/donations for setting up drinking water projects in urban & rural community.		
Key stakeholders	External		Internal
	<ul style="list-style-type: none"> • Customers • Partners • Government Bodies 		<ul style="list-style-type: none"> • All departments
Reporting structure	Role directly reports to		Positions that report into this role
	Sr. Regional Manager/General Manager-Partnership		<ul style="list-style-type: none"> •
Essential Qualifications	<ul style="list-style-type: none"> • Engineer or MBA Marketing/MSW 		
Age	<ul style="list-style-type: none"> • Not exceeding 45 years at the time of applying for the job. 		
Essential Experience	<ul style="list-style-type: none"> • 10-12 years experience in direct sales to Large Corporate(Indian & MNCs) and atleast 2-3 years in fund raising in Development Sector • preferably high end project sales background from industries like Education, HR solutions, institutional sales or worked for fund raising in social sector and foundations; must have handled atleast 4 Cr annual sales target in his/ her last assignment • Experience in Business Consulting and Operations will be preferred. 		
Competencies	<ul style="list-style-type: none"> • Relationship building • Sales & presentation skills, good verbal & written communication. • Multi lingual (English & Hindi min.) • understanding of costing • Working knowledge in Excel & ppt • Demographic and geographic knowledge 		
Decision Making Control	<ul style="list-style-type: none"> • To propose the right product/ project based on client's requirement. • Ability to make need / benefit analysis for the proposed project. • PAN India subject to company focus 		
Values			
Knowledge	<ul style="list-style-type: none"> • Expertise – we strive for a deeper understanding of CSR domain • Innovation – we aspire to do things creatively 		
Action	<ul style="list-style-type: none"> • Entrepreneurship – we are empowered to act decisively and create value • Integrity – we are consistent in our thoughts, speech and action 		

Care	<ul style="list-style-type: none"> • Trusteeship – we protect the interests of our customers, community, employees, partners and shareholders • Humility – we aspire to be the best, yet strive to be humble
Key Roles/Responsibilities: <ul style="list-style-type: none"> • Fund Raising through Corporate Partnerships. • Lead Generation for Corporate Partnership and Fund Raising • Map the universe of CSR interests in drinking water space and that of eligible candidate organizations. Categorize broad prospect groups based on geographic presence and business interests. • Study, Analyze and adopt best CSR resource mobilization strategies to further Piramal Sarvajal’s cause. • Lead strategic and operational planning process for Resource mobilization team. Formulate strategic business development plan to create partnerships with various Govt./Pvt. Corporations’ CSR initiatives and various foundations. • Develop and execute framework for assessing client’s needs and priorities, including ones related to after sales service. • Assist the Company as well as clients in assessing, prioritizing and addressing the societal and business risks and opportunities with respect to CSR partnership and project under consideration. • Execute CSR resource mobilization Plan including outreach, communications, presentations, sales tools, competitive analysis and general sales support and relationship management. • In collaboration with senior leadership, develop appropriate goals and metrics and monitoring mechanism /process for measuring the resource mobilization team’s performance as well as for gathering insights from the frontline team. • Assess competence needs of resource mobilization team and build their capacity, including periodic trainings and participation in various relevant capacity building exercises. • Work effectively with the internal and external public relations and communications teams to advance the Company’s reputation. • Monitor and analyze the strategies, policies and programs of other similarly sized competitors. • Represent the company in diverse complex and high- profile situations. 	

Date: December’18 **Prepared By:** HR Department

Approved By: _____ **Reviewed By** Sanjay Ghatak, Sr. General
Manager-Partnership