



Position: Sr. Manager – Corporate Partnership

Location: Varanasi, Uttar Pradesh

About KIRAN Society

KIRAN Society is a non-governmental and non-profit organization based in Varanasi, dedicated to empowering differently-abled and marginalized children, youth, and women. Since 1990, the Society has been working towards creating opportunities for education, healthcare, skill training, and dignified livelihoods. KIRAN fosters inclusion, independence, and holistic development by supporting individuals and families to live with dignity and self-reliance.

Our Programmes

- Inclusive Education & Special Needs Support
- Vocational Skill Training & Youth Skilling
- Community-Based Rehabilitation
- Health & Therapy Services (Physiotherapy, Orthotics, Clinics)
- Women Empowerment Initiatives
- Livelihood Promotion & Food Processing Units
- Social Enterprises (Café & Bakery Units)
- Child Protection & Family Strengthening

Key Responsibilities

- Lead corporate fundraising initiatives for KIRAN Society, ensuring achievement of agreed fundraising targets.
- Develop and maintain long-term strategic partnerships with corporates, CSR foundations, and industry associations.
- Identify and engage with potential corporate donors, conduct research on industry segments, and build a robust fundraising pipeline.
- Develop high-quality proposals, concept notes, and grant applications in alignment with organizational objectives.
- Represent KIRAN Society in corporate forums, networking events, and CSR platforms to enhance visibility and partnerships.
- Monitor progress of partnerships, ensure timely reporting and donor stewardship, and maintain transparent communication with corporate partners.
- Mentor and support the fundraising/partnership team, encouraging a culture of innovation and learning.
- Organize fundraising events, campaigns, and engagement activities with corporate partners.
- Work closely with internal departments to align partnership initiatives with program needs and organizational priorities.
- Share success stories, case studies, and best practices to strengthen organizational credibility and donor engagement.



Qualifications & Experience

- Master's degree / Postgraduate Diploma in Management, Social Work, Development Studies, or any field relevant to the role.
- Minimum 8–10 years of experience in fundraising, corporate partnerships, or CSR engagement (preferably in the development sector).
- Proven track record of achieving fundraising targets and managing corporate donor relationships.
- Strong proposal writing, presentation, and communication skills (English and Hindi).
- Ability to build networks and influence stakeholders at senior levels.
- Willingness to travel within and outside Uttar Pradesh for partnership development.

Other Details

- **Location:** Varanasi, Uttar Pradesh (with travel as required).
- **Compensation:** Commensurate with experience and aligned with organizational norms.
- **Reports to:** Executive Director, or any other position assigned by the Management