

Job Title	:	Fundraising Officer (Female Candidate would be encouraged to apply)
Location	:	Ahmedabad, Gujarat
Experience Required	:	<ul style="list-style-type: none"> • 5–7 years in fundraising (social/development sector preferred) • Proven experience in CSR and institutional fundraising • Strong understanding of FCRA regulations and compliance • Experience working with international donors is highly desirable
Educational Qualification	:	<p>Bachelor’s or master’s degree in marketing, Communications, Social Work, Development Studies, or related field</p> <ul style="list-style-type: none"> • Strong proposal writing and storytelling skills • Excellent communication and stakeholder and relationship management abilities • Proven ability to work independently with high ownership and accountability
Skills Required	:	<ul style="list-style-type: none"> • Strategic thinking with execution • Strong research and analytical skills • Proficiency in donor management systems and digital tools • Ability to manage multiple priorities and deadlines effectively
Remuneration	:	As per market standards
Application Deadline	:	April 25, 2026
Expected Date of Joining	:	At the earliest
Apply at	:	careers@fwwbindia.org

About FWWB

FWWB is a pioneering organization committed to fostering financial inclusion and empowering marginalized women across rural India. Through programs in agriculture, entrepreneurship, and climate resilience, we strengthen livelihoods and enable sustainable development. Our work is rooted in partnerships, innovation, and long-term community impact.

About the Position

The Fundraising Officer will lead and strengthen FWWB’s fundraising function with end-to-end ownership—from strategy to execution. This role requires an independent, proactive professional who can drive donor acquisition, manage relationships, and build sustainable funding pipelines across domestic and international sources. The ideal candidate brings strong expertise in CSR, FCRA, institutional fundraising, and donor engagement, along with the ability to work cross-functionally and deliver results with minimal supervision.

Key Responsibilities

1. Fundraising Strategy & Execution

- a. Develop and implement a comprehensive fundraising strategy aligned with organizational goals

- b. Identify and pursue funding opportunities across CSR, foundations, bilateral/multilateral agencies, and international donors
 - c. Own and drive fundraising targets and pipeline development
- 2. Proposal Development & Grant Management**
- a. Lead the development of high-quality proposals, concept notes, and grant applications
 - b. Collaborate with program and finance teams to build strong, data-backed proposals and budgets
 - c. Support the development of detailed costs and comprehensive project budgets
 - d. Ensure timely submission of proposals and compliance with donor requirements
- 3. Donor Acquisition & Relationship Management**
- a. Build, nurture, and manage relationships with key donors and partners
 - b. Lead donor engagement, communication, and stewardship processes
 - c. Ensure timely reporting, updates, and impact communication to donors
- 4. Research & Pipeline Development**
- a. Conduct ongoing sector research to identify new funding opportunities and partnerships
 - b. Track and respond to relevant RFPs and funding calls (domestic & international)
 - c. Maintain and strengthen a robust donor pipeline
- 5. Systems & Process Strengthening**
- a. Establish and streamline fundraising systems, tools, and processes
 - b. Oversee donor data management, tracking, and reporting mechanisms
 - c. Improve efficiency, transparency, and scalability of fundraising operations
- 6. Marketing & Visibility**
- a. Collaborate with internal teams to develop fundraising collaterals, presentations, and communication materials
 - b. Support campaigns, events, and initiatives that enhance donor engagement and organizational visibility
- 7. Cross-functional Collaboration**
- a. Work closely with Programme, finance, and leadership teams to align fundraising with programmatic priorities
 - b. Contribute to organizational strategy through fundraising insights and market intelligence