

**About YES Foundation:**

YES Foundation (YF) is a charitable Trust driven by a vision of an empowered and equitable India. The Foundation strives to achieve this by focusing on building innovative and inclusive ecosystems to catalyze social transformation. Being a part of the financial sector, YES BANK has embedded CSR into its core business operations, keeping in mind the impact it has on people, planet and prosperity. YES Foundation is YES BANK's social development arm and is implementing its five year strategy focused on 3Es - Employability, Entrepreneurship and Environment Sustainability.

**Title:** Partnership Head

**Location:** Santacruz - Mumbai, Maharashtra

**Role Description and Responsibilities:**

- Person will build a strategic direction for partnerships and forge new relationships in terms of funding and programs
- Person will map the landscape of funders (HNIs, Corporates, Foundations and other eligible funders) and design and implement fundraising strategies with a vision to make the Foundation sustainable and enhance its scale of outreach
- Person will play a crucial role in retaining and engaging donors
- Person to raise and manage at least five crores funds/grants size on an annual basis in the next two years
- Person will lead end-to-end fundraising campaigns

**Experience:**

- At least 12-15 years of work experience in strategic partnerships/fundraising
- Master's degree in relevant field

**Skills required:**

- Excellent Communication Skills (Written and Verbal)
- Interpersonal Skills
- Negotiation and Influencing skills
- Stakeholder Management

*Kindly send applications at [Aditya.gaur3@yesbank.in](mailto:Aditya.gaur3@yesbank.in) with Subject Line - "Application for Partnership Head - YF"*