



Job Description | Associate: Urban WSH (Outreach and Activation)
Location: Mumbai

About Dasra:

Dasra's bold aspiration is a transformed India where a billion thrive with dignity and equity. Established in 1999, Dasra is India's leading strategic philanthropy foundation, working with philanthropists and high-impact social entrepreneurs to bring together knowledge, funding, and talent as a catalyst for social change. Dasra nurtures strategic philanthropy for India and focuses on impactful programs such as empowering adolescent girls, urban sanitation, inclusive economies, and child protection and care. With 21 years of experience in the sector, a depth of knowledge gained from working with over 1,000 non-profits, and having brought \$100 million in funding to organizations - Dasra drives collaborative action to accelerate social change in India.

About Urban WSH at Dasra:

Dasra is India's leading venture philanthropy firm. Our Urban Sanitation vertical brings together funders, governments, communities and sector experts to inform policy, build evidence, drive funding and strengthen the ecosystem to improve public health and environmental outcomes for cities.

The WSH Outreach and Activation vertical aims to build and nurture an active network of funders focused on inclusive urban sanitation/FSM and its adjacencies. Keeping a focus on emerging themes of inclusivity and building city resilience, the team engages with funders to create non-linear impact in the urban sanitation space.

Roles & Responsibilities:

The Associate – WSH Outreach and Activation will report to the Team Lead- WSH

1. Implement and design a potential outreach and activation strategy to enhance the funder base for WSH
2. Help build and operationalize the Outreach and Activation vertical of the WSH team by undertaking internal research and mapping, and direct and indirect engagement
3. Maintain a comprehensive pipeline management system to track progress on relationships built with different funders
4. Document and maintain a repository of conversations, meetings, and workshops held with potential funding leads
5. Build out the program objectives, curriculum, and session agendas basis a clear understanding of funder needs and interests
6. Provide continuous feedback from funders, and support the program team to build Dasra's Thought Leadership
7. Execute, co-facilitate sessions, and manage end-to-end logistics for the planned program sessions
8. Build and nurture relationships with funders and provide ongoing support to guide funding to the urban sanitation sector and the NFSSM Alliance as an institutional platform

Desired Skills & Experience:

- Graduates and Postgraduates with 3-5 years of work experience. Someone passionate about designing new products/ programs, preferably having prior engagement with fundraising/consulting/the development sector
- Excellent interpersonal skills, charisma, and confidence to interact well with others, and the ability to lead/act with a minimum level of planning. Someone who commands attention and can manage group processes during presentations.
- Likes to read and research content and has a strong command of written and verbal communication



- Ability to come up with new and unique ideas and who tends to be seen as value-added in brainstorming settings. Adept at scoping out the length and difficulty of tasks and projects and an ability to break down process steps.
- An openness to change; an ability to think on your feet and adapt solutions on the fly. Practices attentive and active listening and can accurately restate the opinions of others even if they disagree.
- Has a strong goal orientation and the ability to meet targets and deadlines.
- Ability to bridge the gap between the non-profit and for-profit worlds. Exposure to strategy, private foundations, and CSR would be a definite advantage.
- Passion for the development sector and the communities we work with is a must.

Dasra is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.