



प्रबंध एवम् नवोन्मेष संस्थान School of Innovation & Management

School of Innovation and Management (SIM) is an upcoming world class higher education institution offering Masters and Higher degrees/diplomas/certificates/fellowships in Management sciences, Innovation and Business administration.

It is a first of its kind institution which offers 100% Scholarship to the 90% of its total student intake. A path-breaking idea of education which challenges the present, highly commercialized, Industrial revolution era and based on Macaulay's education system, with Vedanta-ethic based knowledge system which perpetuates knowledge for all. Students enrolled through Scholarship program will not have to pay a single Rupee for their tuition fee at SIM, which otherwise runs in millions in other B-schools.

Title: Chief Endowment & Financial Development Officer (CEFO)

Reports to: Chief Executive Officer

Job Class: Full-time

OVERVIEW:

SIM seeks a proven, highly motivated, dynamic and inspiring strategic leader with superior relationship skills and demonstrated success in building capacity and increasing revenue to become its Chief Financial & Endowment Officer. The successful candidate must have demonstrated success as a revenue builder, be a highly articulate communicator skilled at making a compelling case for support and have an authentic passion for SIM.

Reporting to the CEO and partnering with the Board, senior leadership and staff, the CEFO will have a critical role in shaping and implementing the organization's overall revenue strategy and, as a member of the Executive Team, advising on optimal revenue strategies. Critical priorities for the CEFO will be to achieve or exceed current annual

goals, and to build a program that ensures long-term, sustainable and transformative growth. The CEFO also will have day-to-day responsibility for planning, implementing, and managing all fundraising-related activities including engaging a larger, broader and more diverse audience; managing development staff and partnering throughout the organization; developing new earned income initiatives; and collaborating on all donor-facing marketing and branding efforts. Considerable travel is required for this role.

RESPONSIBILITIES

Organizational leadership, fundraising and external engagement strategy

Building SIM successful fundraising endowments/Scholarship strategies, work with the CEO to create, develop and implement a comprehensive fundraising plan to SIM's strategic objectives, including cultivation of current and prospective corporate donors and development of an individual donor/membership strategy.

Become the champion across the organization for revenue-centric strategies, and work with the Executive Team to understand revenue impacts of current and proposed programmatic strategies. Generate short-term results; deepen and diversify SIM's funding base; increase restricted and unrestricted funds from all constituencies; and ensure that internal resources are appropriately utilized.

Lead solicitation efforts and engage CEO as appropriate in all efforts. Marketing and brand developing endeavour to ensure effective overall positioning of SIM, including the use of public relations, marketing tools, and the public role to promote revenue growth and program impact.

Portfolio Management

Lead corporate partner cultivation, serving as primary relationship manager and personally solicit high level gifts/endowments from a portfolio of current and prospective donors. Systematically identify, cultivate major gift donors. Deepen all donor alliances through regular, relevant communications and expand the donor base and partnership opportunities. Maintain a significant portfolio of principal donors, and facilitate relationships between donors and executive team.

Relationship Management

Cultivate effective relationships with the board, current partners, and others who can positively impact new revenue stream generation. Develop strategic relationships to expand the reach, organizational awareness and programmatic capabilities of SIM. Partner with and support the CEO and Board leaders in order to ensure their efficiency and effectiveness as the organization's chief spokesperson and fundraiser. Collaborate

across departments and countries to create an environment that nurtures a fundraising mindset throughout the organization.

Internal Management, Infrastructure and Team-Building

Lead all aspects of the development department, and build a strong and nimble advancement team through recruitment; professional development; performance management; and motivational leadership.

Foster an environment of cohesiveness, collaboration and achievement and ensure staff accountability for excellence through clearly defined and measurable goals.

Create a climate that promotes respect for others and acceptance of alternative ideas and approaches, as well as the highest ethical standards and practices. Embrace diversity as a strategic advantage. Provide strategic oversight of the donor database system and build a best practices environment to support the development of external engagement efforts.

Be transparent and accountable in creating high-quality reporting in partnership with program staff for donors and progress reports for the Board. Ensure appropriate processes to support reporting requirements.

EXPERIENCE, EDUCATION and REQUIREMENTS

- An established leader with at least 5 years of relevant senior nonprofit-development and/or sales and marketing experience or comparable business development experience.
- Demonstrated record of innovative and entrepreneurial leadership within the nonprofit, philanthropic or private/corporate sector.
- Proven track record of developing successful partnerships with companies, and proven track record of personally developing strategies, cultivation, solicitation and stewardship of major and institutional donors at six- and seven-figure levels preferred.
- Experience building a comprehensive fundraising or sales operation aligning multiple aspects of revenue development preferred.
- Demonstrated experience training and working with executives, senior staff and board members on development-related activities, providing them with quality support, and increasing their comfort with and success in fundraising.
- Strong interpersonal skills with the intellectual and emotional depth, maturity and collaborative skills to work effectively across all levels of the organization and with

corporate partners.

- A strong work ethic, ability to maintain and model high personal, ethical and professional standards, as well as an outgoing and positive personality. Support of SIM's values of integrity, passion, innovation and collaboration with drive to advance a global brand in student leadership and entrepreneurial action and social enterprise.
- A Bachelor's degree is required; an advanced degree (MBA, etc.) is preferred.
- Ability to travel globally as needed, maintaining and expanding the reach and impact of the SIM's brand and purpose.

Remuneration is competitive with leading Indian universities and as per the UGC/AICTE pay-scale recommendation. All other benefits and are as applicable to the Central Govt. employees. Applicable pay-band PB-3 (15,600-39,100 + Grade Pay 6,000)

NOTE: 10% of the fund generated will be paid as remuneration for the initial fund 1 Crore. Post 1 Crore, the position will be regularized with the salary structure and benefits as mentioned above with 5% of the Fund generated as additional incentive.

Applications are sought from candidates who are confident of delivering on the agenda described above and possess the qualities implied by the description above. Applications, as well as any queries, should be directed in confidence to the CEO at simedu.in@gmail.com