

Job Title: Director Development

Reports to: Vice President Development

Location: NCR

Experience (in years): Minimum 15yrs

Nature of work: Full time

About Ashoka University:

Ashoka University -India's premier interdisciplinary teaching and research university. An institution that has become a beacon of academic excellence in less than 10 years since its inception. At Ashoka, we encourage you to embrace the new, push the boundaries for continuous learning, and adapt to a world of constant change Because we believe that each Ashokan can become a thought leader.

As part of our thriving and committed workforce, you will:

Be Mission-Driven: Champion interdisciplinary learning, innovative pedagogy, and academic rigor to transform Indian higher education.

Think Strategically: Collaborate with visionary minds to shape the future of higher education through strategic planning and a forward-thinking approach.

Act Authentically: Embrace authenticity and integrity, fostering an inclusive and supportive environment where every voice is valued.

Take Accountability: Own your work and drive positive change, as an empowering individual seeking to make a meaningful contribution.

Build Collaboration: Experience the power of teamwork and diverse perspectives, working collectively towards our shared goals.

Deliver Excellence: Strive for excellence in all aspects, upholding the highest standards of academic excellence, student support, and professional development opportunities.

At Ashoka University, we are on a mission to redefine higher education and create a remarkable space where innovation and collaboration thrive. As a **pioneering force in interdisciplinary learning**, we **continually grow and adapt** to stay at the forefront of educational excellence with emphasis on inclusivity and equal opportunity. Our philosophy revolves around **care, well-being, and connection**, which are deeply embedded in everything we do.

When you join our community, you become part of an extraordinary journey in which you can unleash your potential and make a meaningful impact. Where education empowers, where innovation thrives, and where excellence and humility coexist. We genuinely believe the world will enrich itself when there is progress with purpose.

Objective:

Play a role in building a world-class institution that will serve the country and the world, by participating in the fundraising process, communicating with donors and prospects, and establishing strong relationships with them.

Role and Responsibilities:

- Participate in fundraising programs targeted at HNIs and Institutional givers, towards contributing to the capital campaign target of Rs. 3,750 cr over 5 years. Individually own a target of about Rs. 150 cr annually.
- Co-create long- and short-term strategies and an execution plan to meet Ashoka's fundraising goals and priorities by working in partnership with the leadership team, founders, and donors.
- Design and implement appropriate follow-up actions, including solicitation materials, correspondence and reports as necessary to promote donor participation, recognition, retention and renewal for donors and institutional funding partners in the India and Asia

- Create and build an ongoing pipeline of prospects through research. Lead efforts to cultivate, solicit and steward prospects and donors, for their annual, major and/or planned to give.
- Pitch the Ashoka story to inspire prospects to be a part of the collective philanthropy effort in building a world class university.
- Craft high-quality proposals and align the financial needs of the university to the giving objectives of donors. This would include:
 - a. Customized and standard proposals
 - b. Finalizing and closing deals - including the necessary documentation - MoU, Pledge letters
 - c. Ensure timely reporting and progress updates to existing donors.
 - d. Adherence to all regulatory frameworks & compliance norms
 - e. Diligently track proposals and prepare reports for all fundraising including special funds.
- Manage relationships at multiple levels and across multiple organizations, at the same time.
- Manage and coordinate access to internal resources towards prospect/donor engagement and relationship management.
 - a. Follow-ups and ongoing communication
 - b. Campus visits - new and existing donors. To schedule and coordinate events.
 - c. Ensure necessary materials/collateral to share with them relationship management irrespective of financial contribution (with a long-term view)

Qualifications:

- Minimum of 15 years of firsthand development experience, including experience in endowment campaigns and major fundraising, analogous experience in private sector business development, consulting, wealth management, sales, and account management will also be considered.
- Superior communication skills and the ability to craft eloquent, effective, and appropriate correspondence quickly and under pressure.
- Ability to develop trust, build rapport and work effectively with founders and leadership team at Ashoka.
- Ability to make compelling oral presentations to founders and high net worth individuals.
- Ability to lead development activities by creating strategic and operational plans in a collaborative manner.
- Excellent people skills and the ability to interact credibly with diverse groups of stakeholders, including high net worth individuals, executives, and academic figures within Indian and Asian enterprises, universities, foundations, and nonprofits.
- Strong research and organizational skills; keen diligence
- Education from a premier institution is desired.

Skills Required:

- Passion for the mission and values of superior quality higher education in India.
- Dynamic, energetic, collaborative leader with excellent listening skills and the gravitas and ability to inspire, motivate and work effectively with a variety of stakeholders across a variety of cultures.
- Powerful sense of motivation, drive, enthusiasm, and “hustle” to act quickly, proactively build and strengthen strategic relationships, and lead teams.
- Ability to work with and relate to a variety of diverse individuals and within broad cultural contexts.
- Excellent judgment, professionalism, and the ability to maintain discretion and confidentiality.
- Powerful sense of integrity and accountability
- Poised, initiative-taking, confident, organized initiative-taker with an ambitious spirit and the willingness, enthusiasm, and stamina to execute a variety of fundraising tasks.

- Ability to make decisions, prioritize, manage multiple tasks, and meet deadlines in a challenging environment.
- A strategic, purposeful thinker

Application Submission Process:

We invite you to embark on this journey by submitting your application to Ashoka University's Development Team. To ensure your candidacy receives the attention it deserves, kindly follow the application submission process outlined below:

Prepare an Updated CV: Display your professional accomplishments, skills, and experiences in an updated curriculum vitae.

Submit Your Application: Email your CV to connect.hr@ashoka.edu.in, ensuring the subject line reads as follows: "Designation – Department Name _Applicant Name>". This will help us efficiently process your application.

Include Essential Details: Along with your CV, kindly provide the following information:

- Last compensation received: We value your expertise and acknowledge the importance of fair compensation.
- Expected salary: Share your aspirations for growth and remuneration.
- Notice period: Inform us of the time required to transition from your current role, if applicable.

Pursuit for Excellence: At Ashoka University, we strive for excellence in all aspects of our operations. Therefore, only shortlisted candidates will be contacted as part of our rigorous selection process.

We look forward to receiving your application as we embark together on a remarkable journey of professional growth and development. Join our exceptional community at Ashoka University, where excellence is nurtured, and aspirations are transformed into reality.