

The Role

The CEO will play a central role in developing the Foundation as a leader for social entrepreneurship, advocacy and research in development and public policy issues. As an experienced professional, and the highest ranking executive at the Foundation, with a strong commitment to social entrepreneurship and public policy, he/she will contribute to the Foundation's overall strategic direction and ensure that the Foundation flourishes by creating a strong funding base and cultivating long-lasting stakeholder relationships and networks. The post-holder's primary responsibility will be to manage and lead the team, and guide, mentor and monitor all initiatives and projects of the Foundation and operations as per its agreed priorities. This will also involve providing thought leadership and represent the Foundation whenever necessary. The position is based in Bhubaneswar, and knowledge of Odia is desirable, but not mandatory. Salary will be as per industry standards, and not be a constraint for the right candidate. CV should be mailed to info@kalingakusum.in

Responsibilities

- *Fundraising strategy and implementation:* Develop and execute optimal fundraising strategies to secure philanthropic and impact investment support for the Foundation's initiatives.
- *Partnerships Management:* The Foundation aims to operate within a dynamic global network of social innovators, thought leaders from the business and non-profit sectors, policy makers and funders. The CEO will work to formalise and strengthen this network, developing partnerships with key corporate, academic, non-profit and government organisations.
- *Systems and Reporting:* Coordinate grant proposals, and compile reports for funders and other stakeholders. Develop monitoring and evaluation metrics against fundraising and funder objectives for the Foundation to track key impact measurements.
- *Senior Management Team:* Reporting directly to the Chairperson, contribute to the development and implementation of the Foundation's strategic goals and objectives, and establish new processes and approaches to achieve them. Represent the Foundation nationally and internationally.

The post-holder must be able to perform other such duties as required, as appropriate.

Selection criteria

The CEO will be a motivated and enthusiastic individual. S/he will be a self-starter with proven leadership credentials who sets high standards for the team, and is dedicated to building on the Foundation's successful track record. Also, a strong interest in social entrepreneurship and its applications together with high-level consultative skills are beneficial to this role. This position offers the opportunity to shape the Foundation's long-term development and strategic growth. The successful candidate will be expected to fulfill some, if not all, of the following criteria:

- Master's degree level or equivalent;
- At least 5 years of relevant professional experience;
- Strong leadership credentials and the ability to lead on the strategic and operational development of the Centre;
- An ability to develop and implement long-term fundraising strategies;
- Outstanding organizational and interpersonal skills with a strong track record managing complex projects;
- Strong knowledge of legislative affairs, policy making;
- Experience of managing budgets;
- Excellent communication skills (oral and written) and the ability to communicate with a wide range of audiences;
- Ability to proactively develop and grow relationships with diverse stakeholders in academia, industry, government and civil society;
- Alignment with the Foundation's values.