

**Position title: Resource Mobilisation Specialist**

<b>Organisation</b>	Aflatoun International
<b>Location</b>	Consultancy - remote
<b>Job type</b>	Full time - (40 hours per week)
<b>Salary</b>	Based on the local salary scale
<b>Deadline</b>	<b>6<sup>th</sup> of October 2025</b>

**The Organisation**

Aflatoun International is a non-profit organization that offers social, financial & entrepreneurship education to children and young people worldwide, empowering them to make a positive change for a more equitable world. Aflatoun creates high-quality curricula for different age groups, which are contextualised to local needs and circumstances, and are implemented by over 300 partner organizations in 101 countries. Aflatoun programmes inspire children to discover their talents and put them to use, to stand up for their rights and those of their communities through active learning and problem solving. They learn how to save, how to budget, and how to set up social and financial enterprises that benefit themselves, their families, and their communities. Aflatoun has been recognized globally (Brookings, Harvard, HundrEd, Million Lives Club) for its high-impact, low-cost model, which effectively changes participants' behaviors across the globe.

By using a social franchise model, Aflatoun transfers curricular content, monitoring and evaluation tools, and training capacity to partner organisations, helping them enhance their existing expertise and create an efficient learning ecosystem. Aflatoun's programmes follow an active-learning, participant-centered methodology, which combines social and financial education (SFE) through engaging participants, educators, government institutions, and civil society organisations.

We are currently looking for a dedicated and enthusiastic **Resource Mobilization Specialist** to join us in our mission!

**Position**

The **Resource Mobilization Specialist** will be responsible for identifying, securing and managing funding opportunities from a diverse range of sources, with a strong focus on growing corporate partnerships and philanthropic fundraising initiatives. This role offers significant responsibility and opportunities in a supportive learning environment. He/She will report to the Director of Strategic Partnerships & Development.

**Key Areas of Responsibility**

**Donor engagement and Fundraising**

- Identify and track relevant upcoming funding opportunities through intelligence gathering, partner relationships, and other available resources.

- Undertake donor research to identify funding criteria, application deadlines, and most effective methods of donor engagement.
- Draft high-quality concept notes, proposals, and applications tailored to the requirements of institutional donors, corporates, and philanthropists.
- Lead on developing and maintaining relationships with private sector partners, corporate foundations, and CSR programmes.
- Initiate and manage outreach to potential corporate partners, aligning proposals with their sustainability and CSR strategies.
- Cultivate relationships with philanthropic donors (high-net-worth individuals, family and private foundations) and design tailored engagement strategies.

### **Proposal Development and Management**

- Ensure application documents are in line with requirements and submission formats of donors.
- Work across Aflatoun's teams to collect technical inputs, financial data, and administrative documents relevant to donor due diligence processes.
- Maintain oversight of donor correspondence and track proposal submissions, deadlines, and funding pipelines.

### **Stewardship and Donor Communication**

- Contribute to the development and consolidation of external communication materials for donors, corporates, and philanthropists, including presentations, reports, pitches, and impact stories.
- Provide fundraising support and capacity building to the wider team and partner network where needed.
- Steward relationships with donors by providing regular updates, organising meetings, and supporting visibility/recognition opportunities.
- Collaborate with the communication team to highlight partnerships, philanthropy contributions, and fundraising successes across social media and other platforms

### **Key Deliverables**

- Expanded portfolio of institutional, corporate, and philanthropic donors.
- Successful submission of high-quality proposals and funding applications.
- Strengthened pipeline of corporate partners, CSR funding opportunities, and philanthropic supporters.
- Accurate donor records in internal systems.
- Timely delivery of proposals, reports and communication materials for donors.

### **Required Skills & Qualifications**

- University degree in social sciences, international development, business, communications, or other relevant disciplines.

- Minimum of 5 years experience in fundraising and grant management, with demonstrable success in securing funds from corporates, philanthropists, foundations, and institutional donors.
- Strong understanding of corporate fundraising, philanthropy networks, CSR trends, and private sector engagement.
- Experience cultivating relationships with philanthropic donors, including high-net-worth individuals and family foundations, is a strong advantage.
- Fluency in written and spoken English, with the ability to adapt style for different audiences and contexts.
- Knowledge and experience in project and grant management, preferably in the international development/education sector.
- Excellent planning, time management, and organisational skills.
- Strong numeracy and analytical skills, with the ability to interpret financial information and budgets.
- Excellent communication, interpersonal, and presentation skills.
- Proficiency in MS Office and fundraising/CRM databases.
- Commitment to Aflatoun International's values and willingness to model them in professional conduct.

### **Employment details**

The position is for a full time. We offer a dynamic and pleasant multicultural working environment, with a gross monthly salary based on the local salary scale allowance - the salary level awarded will depend on relevant work experience and educational background.

Due to the nature of Aflatoun's work with children around the world, specific attention is drawn towards Aflatoun's Child Protection Policy and its Policy on the Protection of Sexual Exploitation and Abuse (PSEA). These two policies are required to be signed by new employees and form part of the employment documents related to the employment contract. The applicant commits to zero tolerance towards sexual exploitation and abuse. An additional written test may be required.

### **Reaction**

Please apply online at <https://aflatoun.bamboohr.com/careers/236>

no later than **October 6 2025**.

If you have any specific questions on the position, please contact Chitra Mookerjee, [chitra@aflatoun.org](mailto:chitra@aflatoun.org)