



Position Title: Senior Regional Development Manager

Reports to: Director, Philanthropy Operations

Position: Full-Time, Remote, Exempt.

Location: Based in **Houston, Texas**, services extend across the Central Region, including Houston, Dallas-Fort Worth, Austin, and Chicago. chapters.

Salary: \$75,000 - \$85,000 with comprehensive benefits and generous PTO

About Pratham USA

Established in 1995 to bring quality education to children in Mumbai's slums, Pratham (Sanskrit for "first") has grown into one of India's largest and most impactful education-focused NGOs. Partnering with governments, communities, parents, teachers, and volunteers, Pratham's mission is clear: **"Every child in school and learning well."**

Operating across 21 of India's 29 states, Pratham touches the lives of millions of children and youth annually—from Kashmir to Tamil Nadu. The organization's influence also transcends borders through the **Annual Status of Education Report (ASER)**—India's largest citizen-led assessment—inspiring similar initiatives in 14 countries worldwide.

Pratham's Approach

- **Innovative Programs**
Pratham develops outcome-driven interventions that challenge ineffective teaching practices. With a focus on measurable results and continuous improvement, these programs redefine learning methodologies to ensure impact.
- **Scalable Solutions**
Pratham's low-cost, high-impact models are rigorously tested and optimized for replication, enabling the organization to bring quality education to underserved communities on a massive scale.
- **Advocating for Systemic Change**
Pratham leverages its work to drive broader education policy and practice reforms by sharing data and insights freely with other nonprofits and policymakers.
- **Community-Driven Impact**
Engaging parents, teachers, and local governments, Pratham fosters a grassroots movement for learning. Trained and vetted volunteers implement interventions using Pratham's expertly designed teaching materials, ensuring community ownership of educational progress.

Pratham's willingness to adapt, innovate, and inspire action has redefined what's possible in education, making a profound difference in the lives of millions of children and setting a benchmark for education reform worldwide.

The Role

Pratham USA is looking for a driven and entrepreneurial **Senior Regional Development Manager** to lead and support fundraising efforts in the Central Region, encompassing Houston, Dallas-Fort Worth, Austin, and Chicago. chapters. Based in the Houston, Texas area, this role will focus on mid-level and major gift donors, working closely with the Board, volunteers, and the Pratham USA team to design, implement, and track development opportunities.

The Development Manager will report to the Director, of Philanthropy Operations while collaborating closely with the Major Accounts Director on the West Coast. This position offers a unique opportunity for a motivated fundraising professional to make a significant impact by cultivating relationships and driving financial support for Pratham's mission.

At Pratham USA, you can work with a passionate and collaborative team committed to making a difference. Your efforts will directly contribute to providing quality education to millions of children, creating transformative change in underserved communities.

Key Impact Areas

Donor Cultivation and Pipeline Development

- Manage and grow a portfolio of mid-level and major donors (\$2,500-\$25,000).
- Build long-term donor relationships, upgrade donors, and meet annual fundraising targets.
- Develop a diverse pipeline of new donors in collaboration with Chapter Leadership and Boards.

Chapter Leadership and Board Management

- Organize and lead quarterly chapter board meetings.
- Oversee board member onboarding, offboarding, and commitment solicitation.
- Align regional activities with national initiatives through strategic collaboration.

Fundraising Events and Campaigns

- Strategize and lead local salons, cultivation events, and annual fundraising galas.
- Oversee all fundraising activities at events in partnership with national teams.
- Deliver special projects and campaigns as needed.

Donor Stewardship and Communication

- Collaborate with Major Accounts and Communications teams on retention and

recognition strategies.

- Ensure consistent, donor-centric communications across all touchpoints.
- Contribute to writing, editing, and CRM-integrated donor materials.

National Program Implementation

- Roll out national programs locally, including corporate and youth initiatives, and fundraising campaigns.
- Represent the organization for local giving opportunities, such as corporate matching.

Regional Outreach and Representation

- Act as the local representative for fundraising opportunities and donor engagement.
- Travel regionally and work evenings/weekends as needed to support donor cultivation and events.

Knowledge, Skills, and Expertise

Experience & Education:

- Minimum of 5 years in nonprofit development or fundraising.
- A bachelor's degree in a related field is preferred.

Skills & Competencies:

- Passion for education and demonstrated experience in international development.
- Superior interpersonal and relationship management skills.
- Strong presentation, written, and verbal communication abilities, including effective listening and audience-specific targeting.
- Proficient in Microsoft Office and Google applications.
- Knowledge of Salesforce is preferred.
- Critical thinker and creative problem-solver.
- Capable of working both independently and collaboratively within a results-driven team.

Other Requirements:

- Valid driver's license and ability to travel locally as needed.
- Self-motivated with the ability to meet deadlines with minimal supervision.

Pratham has retained the services of Charity Search Group to coordinate the search for this position. To apply for this role, please go to:

<https://apply.workable.com/charity-search-group/j/2D0B6D2B6D/apply/>

If you have questions or require accommodations to apply, please contact **Orlisha Fox** at orlisha@charitysearchgroup.com or visit www.charitysearchgroup.com

Pratham is an Equal Opportunity Employer. We value a diverse workplace and strongly encourage women, people of color, LGBTQ+ individuals, people with disabilities, members of ethnic minorities, foreign-born residents, and veterans to apply. We celebrate diversity and are committed to creating an inclusive environment for all employees.