

Career Opportunity
Manager, Development and Partnerships

Reporting to: Head of Development and Partnerships

Location: Karachi

Type: Full-Time

Position: 1

Teach For Pakistan is a national non-profit organization committed to creating a powerful social movement for equity and excellence in education. We enable Pakistan's best young talent to teach for two years in underserved communities and drive systemic change in education throughout their lives. Teach For Pakistan envisions the day every child in Pakistan will participate in an education that nurtures them to become loving, thinking, and engaged citizens.

This role: We are looking for a dynamic, results-driven Manager, Development & Partnerships (D&P) with exceptional relationship-building skills and a passion for educational equity. In this strategic leadership role, you will help shape and drive Teach For Pakistan's fundraising and partnership strategy — expanding our network of donors, cultivating mission-aligned partnerships, and unlocking new avenues of support. From crafting compelling proposals and stewarding key funders to leading high-impact engagement events, your work will be central to enabling Teach For Pakistan's growth and long-term sustainability.

Primary Responsibilities of this position include

1. Donor & Partner Engagement

- a. Proactively identify, cultivate, and steward a diverse portfolio of funders including corporates, foundations, high-net-worth individuals, multilaterals, and government bodies.
- b. Build long-term, trust-based relationships that inspire sustained investment in Teach For Pakistan's mission.
- c. Represent Teach For Pakistan externally with confidence and authenticity across meetings, pitches, and networking opportunities.

2. Fundraising Strategy & Campaigns

- a. Design and lead annual fundraising strategies and campaigns aligned with organizational goals.
- b. Leverage storytelling, data, and partnerships to communicate impact and deepen supporter commitment.
- c. Collaborate with the Communications team to develop fundraising collateral, digital appeals, and donor-facing content.

3. Proposal & Report Development

- a. Write funding proposals, donor reports, and grant applications tailored to the priorities of each partner.
- b. Ensure timely delivery of reporting requirements and strategic alignment between TFP's goals and partner expectations.
- c. Collaborate with internal teams to gather data and impact stories that showcase Teach For Pakistan's outcomes.

4. Events, Visits & Experiences

- a. Organize and lead fundraising events, donor visits, and school showcases that bring our mission to life and strengthen relationships.
- b. Plan engaging touchpoints that offer stakeholders insight into our Fellows' work and students' growth.

5. Government Relations

- a. Maintain strong working relationships with government bodies including the Ministry of Federal Education & Professional Training (MoFEPT), the Federal Directorate of Education (FDE), Sindh Education & Learning Department (SELD) and other relevant government bodies.
- b. Identify shared goals and areas for strategic collaboration to advance education reform at scale.

6. Team Leadership & Project Management

- a. Mentor and support junior team members in donor research, outreach, and communications.
 - b. Track donor pipeline progress using appropriate systems and tools; maintain accurate donor records and reporting timelines.
 - c. Resolve partnership challenges proactively with professionalism and tact.
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The Ideal Candidate: A purpose-driven professional who thrives in high-stakes, fast-paced environments. Someone who takes initiative, communicates with clarity, and brings strategic insight and emotional intelligence to the relationships and work. Someone who is inspired by the opportunity to help build a movement for educational equity in Pakistan.

- Bachelor's degree required; Master's degree preferred in Education, Public Policy, Development Studies, Business, or Social Sciences.
- 4–6 years of experience in development, fundraising, donor relations, or partnership management, preferably in a mission-driven or growth-oriented organization.
- Exceptional English communication skills — written and spoken — with the ability to craft compelling narratives and deliver persuasive presentations.
- Strong interpersonal skills with a proven ability to engage and influence senior stakeholders across sectors.
- High emotional intelligence and maturity in managing complex partnerships.
- Strategic thinking and problem-solving ability with a track record of meeting ambitious targets.
- Excellent project management and organizational skills; adept at managing multiple timelines and priorities.
- Willingness to travel as needed within and outside of Karachi.
- A collaborative, growth-minded team player who actively contributes to team culture and supports others.

Salary and benefits will be competitive and commensurate with the candidate's skills, qualifications, and experience.

How to Apply: Submit your application by filling out the form. Since we will be hiring on an ongoing basis, the applications sent in earlier will have a higher chance of selection.

Form Link: <https://forms.gle/GCWkiwietRz4f2zm8>

We strongly encourage you to learn more about us at www.iteachforpakistan.org and our social media pages before applying.
