

## Associate Director: WASH (Water, Sanitation and Hygiene) Platform

### Company Profile:

Samhita collaborates with companies to develop impactful corporate social responsibility (CSR) initiatives. We shape strategies, design programs, facilitate implementation, and assess the impact of projects. We also work with foundations and donor agencies to bring multiple stakeholders together to address critical social issues collectively and on a large scale.

Our core technology platform, [Samhita GoodCSR](#), revolutionizes the execution and monitoring of social sector projects. GoodCSR has been developed in collaboration with [Collective Good Foundation](#) (CGF) and is supported by the Bill & Melinda Gates Foundation and the Tata Trusts.

We also work closely with CGF to provide comprehensive project management solutions in sectors such as healthcare, education, Water, Sanitation & Hygiene (WASH), and women's empowerment.

### Our requirement:

Samhita is looking for a Project Director who needs to

1. Strategize and package the platform and build capacity of the partnerships team to deliver business development targets
2. Conceptualise, design and execute high impact sanitation projects with support from the implementation team to produce positive social outcomes for communities
3. Facilitate conversations with external stakeholders including international aid agencies, companies, and government and implementation partners

### Job Description:

The Project Director needs to have execution expertise in at least one of these three domains:

#### **A. Corporate Partnerships (Business Development, relationship management, branding and marketing)**

1. Understand the requirement of the donors & accordingly facilitate successful implementation.
2. Connections with senior leadership or CSR/Social Impact Managers in companies and/or foundations to achieve financial targets & ensure positive cash flow.
3. Ability to package the platform and ensure significant corporate CSR commitments over the next four years:
  - a) Generate leads
  - b) Hold meaningful client conversations and meetings
  - c) Ensure submission of well-articulated and well packaged proposals
  - d) Ensure client conversions
  - e) Manage relationships
4. Proven skills in leveraging non-financial resources from partners such as advertisement deals, publicity deals etc.

#### **B. Government Liaising and Partnership (Ability to work closely with government on large scale projects)**

1. A deep understanding of government priorities in WASH at the State and Central level, state and national policies, challenges and opportunities

2. Demonstrated ability to work with government from block to national levels in planning and implementation of WASH programmes

**Skills required:**

1. 10+ years' experience in fund raising from the Corporate Sector or working in the WASH sector
2. Ability to build partnerships with multiple stakeholders and facilitate convergence
3. Proven strategy planning and execution abilities
4. Ability to lead and inspire and achieve targets while maintaining a stable culture and good working environment
5. Fluency in English and Hindi. Fluency in other languages, especially Marathi, will be an advantage

If you would like to take up this challenge, then kindly send your resume to [careers@samhita.org](mailto:careers@samhita.org)