



JOB DESCRIPTION

Senior Lead / Lead – Public Policy & Corporate Outreach

POSITIONS OPEN 2	EXPERIENCE 10–12 years
REPORTING TO Executive Director	EMPLOYMENT TYPE Full-time
NATURE OF WORK Field-intensive; frequent external meetings and travel	LOCATION Delhi (with field travel)

About the Role

Pahle India Foundation (PIF) is looking for two experienced professionals to join us as a Public Policy and Corporate Engagement Lead. This is a senior, field-facing role responsible for managing existing partners with attention *and* growing PIF's network of corporate and institutional partners. In addition to this you will be responsible for translating partnerships into funded projects. You will have the chance to build deep sectoral expertise on the policy and regulatory issues that shape partnership opportunities. The ideal candidate combines a strong public policy grounding with an instinct for business development, partnerships, and outreach, and is comfortable spending time out in the field engaging with corporate and government stakeholders.

Key Responsibilities

Partnership & Relationship Management

- Manage and deepen relationships with PIF's existing corporate donors, funders, and institutional partners.
- Serve as the primary relationship owner for assigned accounts, ensuring consistent engagement and satisfaction.

Aligned Partnership Acquisition

- Identify and pursue new partnership opportunities aligned with PIF's mission and sectoral priorities.
- Proactively reach out to and build relationships with prospective corporate and institutional partners.

Policy & Regulatory Acumen

- Maintain a strong, current understanding of policy and regulatory developments relevant to assigned sectors.
- Apply policy insight to identify partnership angles, risks, and opportunities for PIF and its partners.

Partnership-to-Project Translation

- Convert partnership relationships into concrete, funded projects — shaping proposals, negotiating scope and terms, and closing agreements.
- Work closely with internal teams to ensure funded projects are well-designed and deliverable.

Sectoral Knowledge Leadership

- Develop deep, sustained expertise in the policy and regulatory landscape of the assigned sector(s).
- Track emerging policy challenges and regulatory shifts, and position PIF as an informed, credible partner.
- Represent PIF at external forums, meetings, and events relevant to the sector.

Candidate Profile

Education & Experience

- 10–12 years of relevant work experience.
- Educational or professional background in public policy, with demonstrated interest in marketing, business development, or partnerships.

Skills & Attributes

- Strong public policy acumen with the ability to track and interpret regulatory and legal developments.
- Excellent communication and interpersonal skills; confident engaging with senior corporate and government stakeholders.
- Demonstrated experience in partnership management, business development, or account management.
- Ability to translate relationships and policy insight into structured, funded project outcomes.
- Comfortable with a field-intensive role involving frequent travel and external meetings.
- Self-driven, entrepreneurial, and able to operate with a high degree of independence.



How to Apply

Interested candidates can apply on LinkedIn OR share their CV and a brief note of interest to recruitment@pahleindia.org