



Entrepreneur CEO  
Salaam Bombay Children's Fund  
Stamford, CT  
[sbchildrensfund.org](http://sbchildrensfund.org)

*Send Nominations or Cover Letter and Resume to:*

Zena Lum  
Search Director  
617-262-1102  
[zlum@LLLSearches.com](mailto:zlum@LLLSearches.com)

## ***The Opportunity:***

With 365 million individuals between the ages of 10 and 24, India has the largest population of youth in the world. India is also home to the world's largest slums – impoverished areas that cover a small fraction of its cities but represent more than half of its population. The children who grow up here live in households where the income is usually less than \$85 a month. Most



of these children succumb to pressure from their families to drop out of school. Girls are usually pushed into a marriage; boys, into child labor. This perpetuates the cycle of poverty.



A child in school has a future. Salaam Bombay Children’s Fund (SBCF) helps make sure they have one. As the U.S.-based not-for-profit funding partner to India’s Salaam Bombay Foundation – one of that country’s largest NGOs – SBCF works stateside to help build resources for the Foundation’s efforts to scale globally and fund program expansion in India and other countries.

Nothing can alter the course of a child’s future as effectively as an education. That’s why all of Salaam Bombay’s efforts are concentrated toward one end – to empower India’s most vulnerable children to stay in school. Its academies and programs offer them the guidance they rarely receive at home; it steers them away from substances like tobacco, equips them with life skills, and helps them contribute to their families without dropping out of school. Children emerge from Salaam Bombay’s academies as responsible citizens and capable leaders, confident in their potential to secure – and succeed in – sustainable careers.

SBCF is seeking an Entrepreneur CEO to serve as the first, and initially sole, salaried employee to take the Children’s Fund to the next level. Currently volunteer-driven, the Fund has raised a few hundred thousand dollars from U.S. individuals and companies with ties to the advisory board and/or to the Foundation in India. The board envisions building the Fund over the next few years to raise \$1 million annually through a variety of sources: individual gifts, corporate social responsibility campaigns, private foundation grants, and public funding where eligible. For the passionate, globally-focused, mission-driven development executive, this is an ideal opportunity to build from the ground-up a U.S. funding arm that establishes a comprehensive development program and operations effort with international impact.

## Position Overview – Entrepreneur CEO

---

Now that the Salaam Bombay Children’s Fund has been established in the United States, we are seeking a dynamic, full-time Entrepreneur CEO to plan and lead domestic fundraising and communications efforts.

### ***Position Description and Primary Responsibilities:***

Reporting to the SBCF board president, the Entrepreneur CEO will plan, organize, direct and conduct all facets of resource development/fundraising and communications for the Salaam Bombay Children’s Fund. Primary responsibilities are to:

- Develop and implement an aggressive short and long-range organizational strategic plan, setting concrete goals, objectives, and accountability milestones for fundraising and administrative operations.
- Steward and further engage the advisory board in execution of the plan, including the cultivation of relationships with identified prospects for major, annual, and planned gifts.
- Identify, qualify, and cultivate new individual and institutional (foundations, corporations and government) prospects to expand the base for potential philanthropic and earned revenue streams.
- Solicit and close gifts from individuals; expand opportunities for private and public grant proposals; and manage existing and negotiate new corporate social responsibility campaigns.
- Collaborate with and strategically deploy and support senior leadership as needed for key fundraising activities.
- Review and refresh current SBCF messaging and communications assets to establish the Salaam Bombay Children’s Fund and Salaam Bombay Foundation brands in the U.S. recommend enhanced positioning with key donors and prospects.
- Manage the full spectrum of building a fundraising enterprise, from donor database selection and formalizing processes to prospect research to moves management and stewardship.
- Oversee all the administrative aspects of running a charity in the United States.

## ***Education and Experience Requirements:***

The candidate must be a seasoned nonprofit/NGO fundraising or gift/grant making professional with at least **10 years of fundraising experience** in increasing leadership or managerial roles; an **energetic self-starter** with excellent communications skills; and a fundraiser with a **demonstrated ability to develop and cultivate relationships** with high-net worth individuals and leaders of large private and public organizations. Salaam Bombay Children’s Fund seeks a leader with both strategic perspective and a hands-on predisposition to grow an organization in “start-up mode” – both CEO and entrepreneur. Experience raising funds for international causes, particularly in closing major gifts of \$10,000 or more, is required. Bachelor’s degree required; Master’s degree and CFRE greatly valued. While a connection to India is a plus, it is not required; however, the candidate must demonstrate cultural sensitivity and a sincere connection to the missions of SBCF and Salaam Bombay Foundation.

## ***Benefits:***

- Competitive salary commensurate with experience

- SBCF is incorporated in Stamford, CT where there is available office space and administrative support. The Entrepreneur CEO can have the option to work there, or work virtually, preferably from within the northeastern seaboard/New York tristate area
- Flexible full-time schedule
- Paid travel and accommodations in India and elsewhere in the U.S. as needed for work
- Paid holiday, vacation, and sick-time
- A supportive and enthusiastic team-oriented environment with domestic and international leadership who are willing to “roll up their sleeves” in service to fundraising
- A dedicated fundraising and communications budget to help ensure the CEO’s success

## Development Overview

---

This is a true start-up opportunity as SBCF’s current activities are volunteer-driven. There is an anticipated annual operating budget of \$200,000-\$300,000, and early commitments to fully-fund operations for the first 18-24 months have been secured. In-kind office space and administrative support out of Stamford, CT is another available resource. The board envisions SBCF eventually raising a net of \$1 million annually to be directed to India’s Salaam Bombay Foundation for program expansion, with the board relying on the Entrepreneur CEO to lead the planning to meet this objective, including establishing the timeline for execution and benchmarks for accountability.

## Client Overview

---

### ***Salaam Bombay Children’s Fund:***



Building a stronger tomorrow: A student handles a mobile phone circuit board at the repairing table during a mobile repair workshop. Salaam Bombay Foundation’s skill@school programme enables children to develop technical skills based on their interests

The Salaam Bombay Children’s Fund is an independent 501 (c)(3) charity established in the United States in 2012, and traces its roots to the Salaam Bombay Foundation in Mumbai, India, one of that country’s largest NGOs in its category. The Foundation has been successfully working with global organizations, local governments, schools and other institutions to improve the health and livelihood of children from India’s slums since 2002. The Salaam Bombay Foundation has raised more than \$6 million in external

funding since its inception; developed a partnership with the Harvard School of Public Health; and received awards and recognition from numerous high-profile agencies. It also works with and provides technical assistance to a network of several hundred NGOs operating across 6 states in India.

Working in tandem with the Foundation's more than 120 experienced, enthusiastic, and dedicated staff members, *the SBCF is charged with identifying new sources of charitable support stateside*. SBCF benefits from the expertise and commitment of its U.S.-based president and advisory board. Together, these colleagues stand ready and eager to support the SBCF's fundraising efforts. with the vision to support the development and education of India's most at-risk children.

Through fundraising and marketing, SBCF supports the growth of established programs in India that build life skills and job skills, while encouraging and empowering children to stay in school. There are after-school academies for ages 8-12, and job-related skill initiatives for ages 13-17. With expert mentoring, these programs and initiatives equip children with character building experiences, technical knowledge and skills to apprentice with professionals, save for their higher education, and prepare for sustainable careers after graduation.



A student tries his hand at a photography training workshop at the Salaam Bombay Media Academy

## ***Salaam Bombay Foundation:***

Salaam Bombay Foundation began in 2002 with a vision to use life skills development to empower children to make the right choices for their health, education, and livelihood. At the core of all Salaam Bombay Foundation initiatives is the commitment to empower India's most vulnerable children to stay in school and away from the many evils to which they are vulnerable, thus laying the foundation for a brighter future.

The cornerstones of Salaam Bombay – *Project Super Army* and *Project Résumé* – focus on two different, but equally important, aspects of work. The first creates tobacco-free environments where children can flourish, and boosts their confidence by enabling them to lead change. The second equips them with important career skills. Together, they sow the seeds of ambition and leadership in children, inspiring them to stay in school and work towards a brighter, healthier future.



Striking a pose: Students of the Salaam Bombay Foundation Arts Academy put on an energetic performance in Mumbai's iconic Brabourne Stadium



Salaam Bombay programs improve the lives of children and benefit their families and communities by giving them the means to stay in school, contribute to their families, refuse tobacco and other drug use, and grow their worth and identities as capable, confident leaders and citizens. Currently, these programs are held in 219 schools, reaching thousands of children.

According to a study by the Harvard School of Public Health, over 90% of the children who attend Salaam Bombay's programs are committed to finishing school, while 95% report that they can face the world with greater confidence. Many have secured successful apprenticeships while still in school. As a result of these interventions, Salaam Bombay children are more ambitious, have higher self-esteem than their peers and are less likely to have concerns about their financial future. They are, in short, on their way out of the slums and into a more promising future.

## ***Leadership:***

### **Victor Martinez-Angles**

***President, Board of Directors***

***Salaam Bombay Children's Fund***

Victor is an Executive Partner at Lumis Partners, a private equity fund with operations in the United States and India. He has 20 years of global experience in corporate development and mergers and acquisitions. Prior to Lumis, Victor directed corporate development at Genpact and held executive positions at General Electric Company. Victor is a graduate from the Escola Universitaria de Negocis de Catalunya in Spain and the GE Financial Management Program.

### **Padmini Somani**

***Founder & Director***

***Salaam Bombay Foundation***

Padmini Somani is the vision and force behind Salaam Bombay Foundation which started in 2002. In addition to her leadership of Salaam Bombay Foundation, she also leads her family's foundation, Narotam Sekhsaria Foundation, named for her father, a visionary entrepreneur. She is a graduate from the London School of Economics and has a M.Sc. in Financial Economics from University of London.

## Location

---

### ***Stamford, CT:***

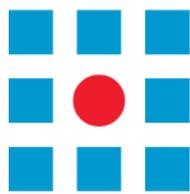
Located in affluent Fairfield County, Stamford is approximately 30 miles from Manhattan. It is home to four Fortune 500 Companies, nine Fortune 1000 Companies, and 13 Courant 100 Companies, as well as numerous divisions of large corporations. This gives Stamford the largest financial district in the New York Metro outside New York City itself and one of the largest concentrations of corporations in the nation.

It is located on the main branch of the New Haven Line on the Metro-North Railroad, the commuter rail system for northern metropolitan New York City. Stamford is the third busiest station on the Metro-North system and serves as a major transfer point for local trains. The city also is within minutes' drive of four airports: one regional, three international.

### ***Background Checks:***

Prior to submitting your resume for this position, please read it over for accuracy. LLLS does verify academic credentials for its candidates, and our clients frequently conduct background checks prior to finalizing an offer.

To learn more, call  
Zena Lum, Search Director at  
617-262-1102  
or send nominations or cover letter and resume to  
[zlum@LLLSearches.com](mailto:zlum@LLLSearches.com).  
All inquiries will be held in confidence.



# LOIS L. LINDAUER SEARCHES

***Setting the Standard in Development Search***

420 Boylston Street, Suite 604, Boston, MA 02116

617.262.1102

[www.LLLSearches.com](http://www.LLLSearches.com)