

# Venkatesh (Venky) Raghavendra

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**Highly accomplished social-entrepreneur having global experience in the citizen sector, with expertise in fundraising, establishing partnerships & resource mobilization. Actively engaged with the global academic community and universities via teaching, speaking & collaborative projects**

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## CORE COMPETENCIES

- Good stewardship of stakeholder relationships
  - Engaging high net-worth individuals
  - Visionary leadership
  - Mentoring & coaching
  - Accomplished spokesperson
  - Articulate writer
  - Working with policy makers & key Government institutions in Washington DC
  - Deep understanding of global citizen sector issues
  - Guest speaker at leading academic institutions, conferences and seminars
  - Designing and leading philanthropy focused trips
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## PROFESSIONAL EXPERIENCE

### Independent Consultant

Jan 2013 to Present

**Partial Client List:** Common Purpose International, UK; Ashoka: Innovators for the Public, Washington DC; American India Foundation, New York; Open Society Foundations, New York; Ripples of Hope, Boston.

### Director and Senior Consultant

Jan 2011 to Dec 2012

### Common Purpose International, London

Starting the India- UK Initiative Dishaa: Pilot program successfully executed in Pune in partnership with the Tata Group, British High

Commission and British Prime Minister's office and multiple corporate sponsors including Cisco, Barclays, PWC, etc.

Launching the American Express Leadership Academy and running it for 2 cycles – working with teams in New York, London and New Delhi

Expanding the international footprint of Common Purpose. Designing and executing customized programs for global partners of Common Purpose including a global airline and a global bank. Planning and outreach for a program across the Commonwealth nations.

**Chief Philanthropy Officer  
American India Foundation, New York**

**May 2007 to Dec 2010**

Overseeing and integrating the fundraising efforts of the entire organization, spread across 3 offices (New York, Bay Area and New Delhi) and Chapters in a dozen U.S. cities. Engaging high net worth individuals, Foundations and corporations in investment partnerships.

Generating co-investment from governments, corporate and major foundations to scale projects.

Building retail and web-based fundraising strategies to diversify the funding base of the organization.

Strengthening young professionals chapters and 'next-generation' giving through social networking sites

**Change Leader/Managing Director, Global Diaspora Partnerships  
Ashoka: Innovators for the Public, Arlington, VA**

**2006 – Apr 2007**

Implementing a cohesive global Diaspora strategy for Ashoka to leverage ties with and raise funds from different country Diasporas (e.g. Indian Diaspora, Iranian Diaspora, Arab Diaspora, Latin American Diaspora, and Thai Diaspora)

Managing key investor relationships of Ashoka, including several corporate Foundations and high net worth individuals  
Key member of Ashoka's Global Training Team training and mentoring new staff members of the search and selection criteria to recruit new social entrepreneurs.

Strategizing the collaborative efforts of social entrepreneurs around the world including the area of children and children's issues.

**Director, Global Partnerships for Asia  
Ashoka: Innovators for the Public, Arlington, VA**

**2005**

Building partnerships with the business sector, engaging key Diaspora individuals and networks, strengthening Ashoka networks in Asia (E.g.: Bangalore, Colombo, Katmandu) and the US (E.g.: Seattle, Boston, Chicago, Houston)

**Director of South Asia Partnerships  
Ashoka: Innovators for the Public, Arlington, VA**

**2002 – 2004**

Directing the South/ S.E. Asia Program at "Ashoka: Innovators for the Public", a global citizen sector organization in a mid-senior management role

Managing the "measuring effectiveness" initiative within Ashoka – instituting processes for measuring and tracking the work and impact of social entrepreneurs around the world.

Leading the fundraising, partnership building and investor-relationship management efforts for the Asia program

Managing about 25 staff in the region (5 countries directly + 2 countries for training purposes), developing strategic plan and ensuring integration with the global plan, annual planning and budgeting processes

Global trainer at Ashoka: lending training to staff including internal capacity building on Ashoka's fellow selection process and talent management

Negotiating with Foundations, Business Entrepreneurs, Individual Donors (top givers)

Managing grants and investor-relationships concerned to ten Asian countries including multi-year and major contributions

**Associate Director, Global Venture Program**

**1999-2002**

**Ashoka: Innovators for the Public, Arlington, VA**

Led a group of 15 staff members based in India and the US, and built a cohesive team to meet Ashoka India goals. Bridging the vibrant India program with Global Ashoka

Developing proposals for grant renewals as well as new prospects. Working with the global team to develop high quality and well-integrated proposals

**Representative for India**

**1998-1999**

**Ashoka: Innovators for the Public, India**

Identifying innovative projects and social entrepreneurs for Ashoka to invest and launch

Building the citizen base for Ashoka in India

Engaging the Ashoka Fellows in the mission and vision of Ashoka through Fellowship activities and public events

**1987-1999**

**Co-founder and CEO**

**The Adventurers, India**

**Organization Leadership:** Co-founded and built 'The Adventurers', an outdoor experiential education and conservation organization working on holistic development in the Western Ghats rainforests of South India

**Fundraising experience:** Extensive and creative fundraising activities for ongoing projects from a variety of sources including the business sector, Government, individuals and Foundations

**Community Initiatives and Grassroots -level work:** Worked with village communities, focusing on developing programs in the area of children's issues and child rights

**Education and Experiential Learning:** Designed special programs to integrate and mainstream underprivileged children, street children, and specially-abled people. Partnered with State and National School systems to develop outdoor learning program and making it a part of the school curricula

**Training for Government and Senior Bureaucracy:** Ran training programs for senior bureaucrats of Government of India (*IAS/IPS cadres*), for military personnel – on leadership development, natural resource management and conservation, civic participation issues

**Corporate Training:** Offered training in wilderness settings to corporate managers including the top managers from multinational and Indian companies (such as Siemens, Wipro, HP, Infosys) on teambuilding, group dynamics, resource and talent management themes

**EDUCATION**

**Masters in Social Justice**      **2005-2006** School for International Training, Brattleboro, Vermont

**Experiential Education Course**

**1987**

Canadian Outward Bound Wilderness School, Ontario, Canada

## **OTHER ACCOMPLISHMENTS/ ADDITIONAL INFORMATION**

**Media related:** Regular Contributor to the media on social issues to newspapers and journals such as Knowledge@Wharton, Times of India, Hindustan Times, Khaleej Times, Indian Express, CNN-IBN, American Bazaar.

**Trainer:** Ministry of Finance, Government of India [on topics of innovation and intrapreneurship]

**Teaching & Speaking engagements:** Adjunct Faculty for Graduate Level Course on Social Entrepreneurship for School for International Training; Regular Speaker at business schools & universities including Harvard Business School, Darden (UVA), Maxwell School (Syracuse University), Kellogg School of Business, Brown University, UCLA, Anderson, Wharton, London School of Economics, and at conferences on social change, fund-raising, social entrepreneurship and South Asia.

**Languages besides English:** Hindi & Kannada (Read, Write, Speak fluently), Tamil & Telugu (intermediate)

**Affiliations [Partial List]:** Trustee of Ashoka India, Advisor to SevaYatra, Advisor to leading social entrepreneurs in India.