



SENIOR CONSULTANT, FUNDRAISING – EAST REGION

ABOUT CAMPBELL & COMPANY

[Campbell & Company](#) is a national consulting firm that serves nonprofit organizations and institutions in all sectors, including education, environment, healthcare, human services, arts and culture, associations and membership organizations, and civic and public affairs. The firm has offices in Chicago and Seattle with regional staff in the Midwest and along the East and West Coasts. Our team-based approach enhances our work and is built into our company's structure as a 100 percent employee-owned firm.

This is an exciting time for our firm as we evolve to meet the nonprofit sector's changing needs and implement a new strategic plan to guide our firm's ongoing growth and priorities.

We work with organizations at critical points in their growth and development, when our expertise and partnership can have a powerful impact. We have four primary service lines: [fundraising](#), [communications](#), [executive search](#), and [strategic information services](#). We assemble versatile teams for every client engagement, working to address the challenges from every angle and crafting clear, integrated solutions.

As a firm, we are [fully committed to Diversity, Equity, Inclusion, and Access](#) (DEIA). Accordingly, we've created a framework to strengthen the diversity of our firm, address the ways in which we can be more fully inclusive of people from all backgrounds, and work to build equity in our profession and the nonprofit sector. This change framework focuses on our internal talent management, ensuring an inclusive culture, continuous learning, and transparent communication. We are not experts but are getting better every day.

We are also committed to walking with our nonprofit partners in this work. Our goal is to help all our clients be as inclusive as possible, advising on creating inclusive processes and conducting our work through an equity lens. One example of this work is our [Equity Partners Program](#) in which we engage with BIPOC-led nonprofits committed to racial equity work.

Learn more about Campbell & Company on our website: www.campbellcompany.com

OUR VALUES

- Inclusion
- Partnership
- Candor
- Rigor
- Integrity
- Creativity

OUR STAFF

- 38 Chicago & Midwest
- 14 Seattle & Northwest
- 8 East Region
- 2 West Region

OUR MISSION

To collaborate and innovate with people who change lives through philanthropic vision and action.

VISIT



THE POSITION

The Senior Consultant helps Campbell & Company extend its role as a national consulting firm with a strong presence in the East region by providing institutional advancement services to clients in the firm's core markets. They provide strategic counsel in all areas of fundraising and advancement, including implementing and assessing capital campaigns and ongoing development programs; board development, executive coaching, and development staff training; effective use of data in goal setting, planning, and implementation of development programs; institutional and campaign messaging and communications. Senior Consultants may also serve in an interim management capacity with client organizations. This position is based in the Washington, DC metropolitan area, serves as part of the East region team, and reports to a Senior Vice President in the Chicago office. The Senior Consultant will primarily serve clients along the East Coast.

RESPONSIBILITIES

The work of the Senior Consultant involves critical engagement in four core areas:

CLIENT SERVICE

- Serve as client and project lead by providing strategic oversight and direction of client engagements; coordinate members of the project team in order to ensure that client projects are on schedule and cost-effective.
- Understand client needs and match underlying client needs to service offerings. Coordinate across teams and service lines to effectively and holistically meet client needs.

BUSINESS DEVELOPMENT

- Achieve annual goals and remain consistently billable by providing excellent service that both retains clients and leads to referrals for new clients, actively identifying and pursuing new leads and opportunities, and helping to develop high-quality proposals for services.
- Identify opportunities to introduce appropriate additional services and products that will enhance the value of engagements.
- Provide leadership in a particular sector, ideally healthcare and/or arts and culture. Serve as a point person within the firm for client services and business development.
- Contribute regularly to Campbell & Company's thought leadership.

FIRM LEADERSHIP

- Participate actively and regularly in Campbell & Company internal meetings, events, workgroups, and task forces.
- Contribute to firm best practices (e.g., developing new product or service or improving methodology) and work to identify and assist in recruiting new staff to the firm.
- Serve as a mentor and provide active learning experiences for colleagues.

BETTER TOGETHER: OUR DIFFERENCES MAKE US STRONGER

At Campbell & Company, people are at the heart of our firm and our mission. When we tap into the expertise, insights, and creativity of people from all walks of life, we become a better firm, we deliver superior services, and we change lives. We believe our team should reflect the rich diversity that contributes to our communities and our society. We advance this belief through our employment practices and strive to create a culture of trust and belonging where everyone feels accepted, respected, and valued for who they are as individuals.

PROFESSIONAL SKILLS AND SERVICES

- Demonstrate strong communication and project management skills, lead client and internal teams, and "manage up and down" on projects in order to deliver outstanding service to clients.
- Demonstrate expertise in, and flexibility with, firm methodology.
- Remain involved with professional association and volunteer opportunities in the nonprofit community to build expertise.

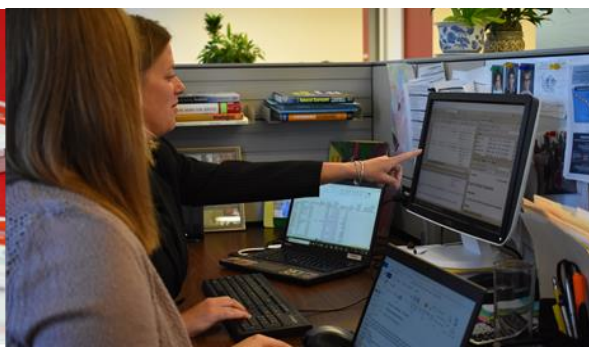
QUALIFICATIONS

We are looking for amazing people who have diverse backgrounds and experiences, are inspired by our mission, and are highly motivated to change lives through meaningful work. The successful candidate will be an innovative and accomplished fundraising professional who is interested in using their skills and competencies to benefit a wide range of organizations and institutions. They will bring fundraising success in individual and corporate major gift solicitation, particularly in a campaign environment. They may also bring prior consulting experience in the areas of capital campaigns, development assessments and capacity building, and board development. This opportunity requires residence in the Washington, DC, metro area.

In addition, the successful candidate will bring most of the following qualifications:

- Seven or more years of progressively responsible fundraising experience or a mix of consulting and direct fundraising experience.
- Demonstrated breadth of experience in environmental, arts & culture, and/or healthcare organizations is preferred. Experience will include work with volunteer leaders, donors, and other stakeholders.
- Demonstrated success managing several projects simultaneously, including expectations and deadlines from multiple internal and external engagements.
- A strong achievement orientation balanced with the discipline and collaborative spirit necessary to join an established firm.
- High initiative, energy, and ability to be effective independently and leading a team.
- Exceptional critical thinking skills, professional presence, and ability to self-assess and grow as a practice leader.
- Ability to earn the confidence of a wide range of internal and external constituents.
- Excellent written and presentation skills.
- Ability and willingness to travel up to 20 percent of time serving clients throughout the East Coast and, on select occasions, other areas of the country.
- A bachelor's degree or equivalent experience in a related discipline is required.

Due to COVID-19, we are working remotely at this time.



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COMPENSATION

The salary range for this position is \$100,000 - \$110,000. Campbell & Company also offers a generous and comprehensive benefits package.

APPLICATION

To be considered for this opportunity, please send a cover letter and resume to:

Angèle Bubna

Associate Consultant, Executive Search

angele.bubna@campbellcompany.com

(312) 896-8883

Applicants must be authorized to work for any employer in the US. We are unable to sponsor or take over sponsorship of an employment visa at this time.

Campbell & Company provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws. We are proud to partner with nonprofits to advance justice, opportunity, and equity throughout our society and we bring this same commitment to our practices and culture as a company. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation and training.

