

Fundraising Consultant

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BOSTON | NEW YORK

Development Guild DDI is seeking a strategic and experienced fundraising professional who shares our firm's commitment to philanthropy as a driver of creating a stronger and better society. Ideal candidates will believe in the importance of quality services, best practices, and being an exceptional resource to nonprofit leaders. Reporting directly to Suzanne Battit, Senior Vice President and Principal, this position will work as part of a team to provide fundraising counsel to our nonprofit clients.

The Fundraising Consultant will join Development Guild's client teams to design and deliver fundraising assessments and recommendations, provide campaign counsel that ranges from feasibility study to implementation, as well as interim onsite fundraising counsel. This position represents an opportunity for a senior fundraising professional to work closely with organizational leadership on impactful projects while applying and further developing their own fundraising expertise.

This position is project-based and provides a variety of ongoing work, exclusively for Development Guild. Regular travel to client locations will be expected. Development Guild's fundraising work is conducted nationwide, with an occasional internationally based client.



Key Responsibilities

Key responsibilities include:

- Lead or partner in the management of fundraising client project teams, bringing expertise and skills to bear on the quality of the engagement
- Apply and enhance personal expertise by providing excellent counsel in fundraising and all service lines, as well as contribute to developing emerging best practices
- Gather data, analyze, and present findings in reports and in person
- Partner directly with clients and project team members to successfully complete client assignments
- Mentor client teams and colleagues to develop their skills and become strong contributors to client engagements
- Initiate and maintain excellent relationships with clients and friends of the firm
- Embrace an environment that respects staff's experience and potential, asks them to do their best work, and supports them in achieving it

Key Qualifications

Development Guild seeks a talented and experienced fundraising professional who shares our commitment to quality, innovation, and thoughtful change for nonprofit organizations. Successful

candidates will have a strategic perspective, experience in senior management roles, excellent writing and analytic skills, and demonstrated success in a fundraising leadership role. Candidates must also be able to demonstrate a full array of leadership characteristics, including the ability to chart a course of action and develop a vision of a desired outcome. More specifically, Development Guild is seeking the following qualifications:

- 10+ years of professional and progressive fundraising experience are required; additionally, professional experience in relevant fields is welcome
- Experience in fundraising consulting and/or in campaign planning is highly desired. Success with various aspects of fundraising including campaign, major gifts, and/or annual fund is expected, as is a strong demonstration of project management with a variety of internal “clients”
- Experience working closely with senior management, boards and/or volunteer leadership
- A commitment to and evidence of best practices. Successful experience working in an organization with a commitment to best practices is of significant value
- Analytic ability, a demonstrated appetite for using data to communicate to support recommendations and conclusions
- Demonstrated ability to work within an organization emphasizing teamwork, accountability, respect, and excellence
- Excellent communication and interpersonal skills
- An excellent writer who welcomes diverse writing and editing responsibilities
- Highly organized, an ability to manage multiple and demanding projects simultaneously and successfully; Strong organizational skills, attention to detail, and follow through
- Ambitious, seeks excellence, responsibility and personal and professional growth;
- A deep appreciation for the mission of our clients and the ability to be a spokesperson for them
- Ability and willingness to regularly travel to client engagements
- A bachelor’s degree

About Development Guild DDI

We are a leading consulting firm that provides fundraising counsel, campaign services, and executive search services to nonprofit leaders. We bring a powerful combination of discipline and innovation to every client engagement, delivering solutions that are both strategic and deeply rooted in experience and analysis. Drawing upon more than 2,500 client engagements and 40+ years working in every nonprofit sector, our collaborative approach is distinguished by candid dialogue and supported by cutting-edge technology. We commit to understanding each clients’ opportunities and challenges and to translating that knowledge into viable solutions.

Fundraising Services

We partner with our clients to drive fundraising opportunities from concept and vision to dollars raised and goals met. Our **fundraising services** include capital campaigns, assessments and planning, acquiring and training talent, and providing resident counsel while an organization builds its own capacity. We join client leadership in their efforts to increase philanthropic revenue and ROI – and deliver on their plans.

Executive Search Services

Our **executive search services** are noted for delivering exceptional candidates. As retained counsel, we lead searches for CEOs, C-suite leaders, and fundraising talent. Employing a trusted search process that understands and respects each organization’s unique culture along with our proprietary research technology, we support our clients in hiring candidates ready for impact on day one.

40+

years in nonprofit
management consulting

2,500

client engagements across
the nonprofit spectrum

50/50

balance of search and
fundraising services

650+

successfully completed
executive searches

\$1B+

in campaigns currently
under our management

2

offices: New York
and Boston

What Sets Us Apart

“The insights that Development Guild provides are unique in the field and in part this is a result of their search services being deeply informed by their fundraising practice.”

- MARK KOSTEGAN, SENIOR VICE PRESIDENT OF DEVELOPMENT AT MOUNT SINAI HEALTH SYSTEM

We know the marketplace. By providing both fundraising and executive search services and working across the breadth of the philanthropic sphere, we gather insights that expand and refresh our knowledge of industry trends. Furthermore, many of our leads have held senior fundraising positions, and they continue to provide fundraising counsel to our clients today. This means we're up-to-date and actively applying best practices and industry trends to our current clients.



Our Clients

Clients trust us. They know we share their passion. And they appreciate our track record of repeatedly creating tangible, lasting value. We have successfully worked with a diverse roster of clients, including the following representative list:

- The American University in Cairo
- Babson College
- Boston Children's Hospital Trust
- Cape Ann Museum
- Clayton Christensen Institute for Disruptive Innovation
- Colby College
- Cooley Dickinson Hospital
- Cradles to Crayons

- FamilyAid Boston
- Fitchburg State University
- Friends of Boston's Homeless
- Harvard School of Public Health
- Huntington Theatre
- Massachusetts Institute of Technology
- Mount Sinai Health System (New York)
- Museum of Arts and Design
- Noble and Greenough School
- Northern Stage
- Ogunquit Playhouse
- Partners In Health
- Pine Street Inn
- The Salvation Army
- UP Education Network
- Woods Hole Research Center
- Year Up

For a more complete list, explore [**Our Clients page**](#) to discover the diverse range of nonprofit institutions with which we have partnered.

Our Team

We strongly believe that talent is the critical differentiator in our ability to deliver a higher level of strategic thinking, high-caliber ideas, a collaborative work style, and solutions that offer real impact. We apply the same discipline and rigor to developing our own talent that we bring to our clients—and as a result have established a second-to-none team of professionals.

- We have 40+ team members and growing, located in Boston, New York, and throughout the Northeast Corridor.
- Our firm is committed to our staff's growth and professional development, and our staff is committed to our clients and their success.
- We staff each client team with ample support and resources, so our senior consultants can operate at their most strategic level.
- Our well-established management infrastructure (accounting, human resources, technology, and marketing) allows for our consultants to focus intensively on client engagements.
- We provide senior leaders with a wide range of flexibility and options depending on where they are in their career trajectory. Several of our senior leaders choose a select number of clients to work with, others prefer to focus on business development, still others thrive from a mix of both.

Our Future

We are on a serious growth trajectory. Join us for the opportunities to deliver impact, to lead, and in our universal commitment to excellence.

Fundraising and Executive Search Practices

The number of fundraising and campaign clients have increased by 50% during this past year. At the same time, the number of client executive searches has doubled over the past year.

Innovative Service Development

We originally opened our doors with planning and evaluation services. Our Fundraising and Executive Search practices were developed to meet the nonprofit needs identified through this work. 20 months ago, we began development of software which combines AI with human intelligence to engage large constituencies in major planning initiatives. Developing this new product and service matches our long-term commitment to innovation and ongoing development of new best practices.

Marketing and Business Development

We have been investing significant resources in our marketing and business development programs and have seen substantial results, including a 250% increase in sales referrals over last year, a 150% increase in RFP submissions, and a 23% increase in our website traffic.



The Plan

We have begun a five-year strategic planning initiative for 2020-2025. The Principals of the firm, our strategic leadership group, are committed to expanding Development Guild DDI's national impact on nonprofit and educational organizations' best practices and excellence.

Our key goal areas include plans for investment in:

- Our staff, recruiting new senior leaders for national growth
- The marketplace, examining areas of changing need and opportunities for growth and innovation
- Our services, evaluating current and new service lines for development
- Our infrastructure, investing in training, technology and resources
- Brand, marketing and business development

For consideration, please email your cover letter and resume in confidence to: Fr@developmentguild.com

Rebecca Titlow, MBA

Senior Director of Research

Development Guild DDI

All qualified candidates will receive consideration for employment without regard to race, color, religion, sex, national origin, disability or protected veteran status.

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