

# Fundraising Consultant

**Development Guild DDI**

**National, Remote | Summer 2021**

**Kate Michaud**

**VICE PRESIDENT OF HUMAN RESOURCES**

Development Guild DDI

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**[developmentguild.com](http://developmentguild.com)**

**BOSTON | NEW YORK**

Join us. We collaborate with our nonprofit clients to develop their leadership, talent, resources, strategies and best practices. We're very proud of the impact we have on their achievements and their ability to deliver their missions at greater depth. The nonprofit marketplace is rebounding from the pandemic, and we are experiencing strong national growth. We have a significant opportunity to offer.

Based in Boston and New York and working nationally, Development Guild DDI is a leading consulting firm that provides executive search, fundraising counsel, and campaign services to mission-driven, nonprofit organizations and educational institutions. In addition to these historic strengths of the firm, more recently we have developed a custom software platform to deliver best-of-class strategic planning. We bring a powerful combination of discipline and innovation to every client engagement, delivering solutions that are both strategic and deeply rooted in experience, data 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 and respecting each of our client's unique culture and to translating that knowledge into viable solutions.

We are proud of our clients which include:

Barbara Bush Foundation for Adult Literacy  
Cedars-Sinai Medical Center  
Choate Rosemary Hall  
Colby College  
Foundation for the City College of New York  
Friends of the High Line  
Harlem Children's Zone  
Jacob's Pillow  
Johns Hopkins Medicine

Mass General Brigham  
Montefiore Medical Center  
Mount Sinai Health System  
New York Law School  
Noble and Greenough School  
The Trustees for Reservations  
University of Massachusetts, Amherst  
Year Up

Key to our success is our proprietary service models and the talent and commitment of our team. Our staff is talented, ambitious, and dedicated to advancing important social, cultural, educational, and scientific goals. Development Guild invests considerable effort to ensure challenging and interesting opportunities for its 25+ team. Our new Fundraising Consultant will join a firm dedicated to providing them with comprehensive training and developed career paths. A collaborative work environment, an atmosphere of mutual respect and trust, and a deep commitment to diversity, equity, and inclusion make Development Guild DDI a great place to work. Learn more about [our commitment to DEI](#) on our website and/or explore [our DEI resources](#).

Currently fully remote, Development Guild employees can be found on the west coast, in the south, and the northeast corridor. Candidates from across all regions of the United States are encouraged to consider this opportunity.

## About the Opportunity

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 value the importance of excellence, innovation, and best practices. This position will report directly to Suzanne Battit, Senior Vice President and Manager of Development Guild's Fundraising Practice and will work as part of a team providing fundraising counsel to our nonprofit clients.



As part of a client team, the Fundraising Consultant will lead and join teams delivering fundraising assessments and recommendations, providing campaign counsel that ranges from feasibility study to implementation, as well as serving as interim onsite fundraising counsel. This position represents an opportunity for a 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 and the ability to provide interim onsite counsel will be expected. Occasional interim counsel assignments may require on-site work up to two days per week.



## Key Responsibilities

- Be trained in Development Guild services, as a project lead and project member
- 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
- 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
- Build relationships with candidates and foster positive relationships with clients

- Embrace an environment that respects staff's experience and potential, asks them to do their best work, and supports them in achieving it
- Demonstrate exemplary work ethic, character, and communication skills

## Key Qualifications

- 8+ 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 desirable, but not required. 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"
- Interest in being trained to lead client projects and in use of proprietary Development Guild data and protocols
- 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 ability to develop and communicate data-based recommendations
- 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
- Experienced adapting to new technology; picks up new programs and applications quickly
- An appreciation for the mission of our clients and the ability to be a spokesperson for them
- Ability and willingness to travel to client engagements located nationally. Currently almost all work is being conducted virtually. This is expected to change as the pandemic subsides. Travel then may include up to two days per week of on-site client work.

For consideration, please email your cover letter and resume in confidence to:

[fundraisingcons@developmentguild.com](mailto:fundraisingcons@developmentguild.com)

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

For more information about Development Guild DDI, please visit [www.developmentguild.com](http://www.developmentguild.com)