



## MANAGING DIRECTOR

**Location:** New York, Boston or DC. Remote candidates may be considered.

**Job Description:** Changing Our World is expanding our management team and is seeking candidates with a passion for social impact and a desire to work with purpose-driven organizations. Members of our management team provide our clients with innovative and personalized solutions; play an active role in expanding the client base of our firm; nurture and develop our junior staff; and contribute to the overall culture and growth of our firm.

### Account Management

- Lead major accounts and work closely with client teams to ensure the delivery of cohesive recommendations and results
- Provide clear strategic direction to client teams; manage workflows, timelines, and the development of deliverables
- Draw on past experiences to contribute thoughtful, creative and strategic value to our clients
- Work with project teams to understand/interpret client needs and ensure overall client expectations are met and surpassed
- Partner with cross functional teams both internally and with sister Omnicom agencies
- Help to maintain client service standards including customer service, high-quality deliverables, and excellent relationship management
- Manage and coach junior staff on client projects and support team members' professional growth
- Work with senior managers within the firm to enhance client engagements, facilitate firm-wide communication, and support execution of firm-wide operations
- Actively contribute to the overall culture of the firm

### Marketing and Business Development

- Assist in setting and executing the strategy for business development and marketing
- Leverage networks to identify and pursue opportunities for business development
- Grow business within existing accounts
- Develop proposals, present to prospective of clients and negotiate contract terms
- Create and/or contribute to thought leadership content
- Represent Changing Our World at conferences/convenings
- Collaborate and partner with agencies across Omnicom

### **Desired Skills & Experience:**

- Bachelor's degree and 8+ years of relevant experience; agency and/or consulting experience required
- Highly motivated with the ability to work independently
- Deep knowledge of fundraising, philanthropy and corporate social responsibility
- Experience leveraging communications and marketing best practices to drive social impact strategies
- Passion for problem solving and ability to think critically in order to leverage research and insights to develop strategic recommendations
- Proven track record of leading (not reacting to) clients to desired objectives while maintaining client satisfaction

- Strong project management skills including demonstrated expertise in managing clients and staff
- Strong leadership capability with experience building, managing, working with and motivating teams
- Ability to manage multiple work streams and competing deadlines
- Exceptional interpersonal communications skills; ability to establish rapport with others
- Excellent writing skills and creative ability to translate information into user friendly formats for a business audience
- Strong confident public speaker and facilitator; comfort in leading speaking engagements and representing Changing Our World at industry events
- Consultative, strategic selling approach; ability to develop and nurture professional relationships, and ability to think strategically about potential lead sources
- Highly proficient in Microsoft Office Suite (including full competency in Excel and PowerPoint) to create professional client deliverables
- Familiarity with CRM systems (Microsoft Dynamics) preferred
- Desire to be part of a fast-paced environment
- Frequent travel is required A valid driver's license is required.

**Company Description:**

You want to do more good in the world. So do we. We're a team of social impact consultants committed to changing the world. Our team draws on our internal expertise across industries and challenges to create social good strategies. We help our clients meet fundraising goals, align their operations and organization with their vision, launch purpose-driven campaigns, design foundations and CSR portfolios, and engage key audiences and stakeholders.

Headquartered in New York, we also have offices in Boston, Dallas, Pittsburgh and Washington DC. As a member of Omnicom Group (NYSE: OMC), the world's largest and most diversified communications company, Changing Our World has access to the best communications, public relations and branding expertise available to assist its clients in enhancing the visibility and awareness of their fundraising and philanthropic initiatives. It is the only firm of its kind that is also part of a Fortune 200 company.

Changing Our World is a founding partner of ONE HUNDRED, a multi-disciplinary collective with a mission to create positive, purpose-led change through connected creative marketing communication solutions.

**How to Apply:**

Please submit your resume and cover letter to: [hr@changingourworld.com](mailto:hr@changingourworld.com).

We are an Equal Opportunity Employer. No agencies, phone calls or faxes please.

It is the policy of Changing Our World to provide equal opportunities for employment and advancement to qualified individuals without regard to race, color, religion, creed, national origin, sex, age, sexual orientation, marital status, disability or veteran status.