



## Client Manager, Fundraising

**Location:** New York, NY (Hybrid)

**Job Description:** Changing Our World is seeking passionate and experienced fundraising professional to join our firm. Our team of fundraising consultants partner with our clients to help them strengthen revenue strategies, develop innovative partnerships and grow to meet the demands of our changing world.

Changing Our World's fundraising division has four strategic areas of focus: healthcare, education, faith-based, and international relief and development. Our integrated services range from strategy and design to implementation and ongoing management.

This individual will be responsible for the development, execution, and ongoing management of a portfolio of nonprofit clients. The ideal candidate will also play a role in business development and assume responsibility for identifying and securing business opportunities in both prospective and existing accounts.

A remote position will be considered with periodic in-person meetings at our New York City headquarters.

### **Responsibilities:**

#### Account Management

- Lead and manage client engagements, providing guidance to senior-level decision makers in the planning and implementation of fundraising programs and campaigns.
- Provide clear strategic direction to project teams; manage workflows, timelines, and the development of deliverables
- Develop comprehensive campaign materials including overarching campaign plan and strategy, operating materials, case for support documents and collateral, board presentations and more
- Manage and conduct strategic prospect research and tailored cultivation strategies
- Work with project teams to understand/interpret client needs and ensure overall client expectations are met and surpassed
- Draw on past experiences to contribute thoughtful, creative and strategic value to accounts
- 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
- Actively contribute to the overall culture of Changing Our World

#### New Business

- Leverage networks to identify and pursue opportunities for business development
- Grow business within existing accounts to help clients achieve their fundraising goals
- Develop proposals, lead pitch presentations, negotiate contract terms with prospective clients
- Collaborate with other Omnicom sister agencies on business development and co-pitches
- Strategize new and innovative approaches to our work and capabilities
- Assist in setting and executing the strategy for business development and marketing, including active participation in the cultivation of prospects and promotion of Changing Our World's services

### **Qualifications:**

- 10+ years demonstrated success in management roles with increasing responsibilities; at least six years of relevant experience in fundraising, nonprofit management, sales, and/or strategic planning
- A deep understanding of trends in fundraising and philanthropy

- Experience leading core fundraising initiatives including designing development plans, leading Major Gifts programs, and managing feasibility studies and capital campaigns; experience cultivating and managing corporate partnerships a plus
- Ability to earn confidence with client leadership, board members, donors and prospects
- Comfort and experience with technology including donor databases and prospect research tools
- Strong project management skills including demonstrated expertise in coordinating multiple work streams and managing clients and staff while maintaining client satisfaction
- Strong leadership capability with experience building, managing, working with and motivating teams
- Consultative, strategic selling approach; ability to develop and nurture professional relationships, and ability to think strategically about potential sources of leads for the practice
- Exceptional interpersonal communications skills; ability to establish rapport with others while maintaining a professional poise
- Ability to both think critically as well as synthesize complex levels and types of information in order to provide client solutions
- Ability to be flexible and delegate appropriately when working under pressure and with competing deadlines
- Strong confident public speaker and facilitator
- Motivated, self-starter with a solutions-oriented attitude fitting a cross-functional team
- Excellent writing skills and creative ability to translate information into user friendly formats for a business audience
- Highly proficient in Microsoft Word, Excel and PowerPoint. Experience with Microsoft Teams is desired.
- Flexible to travel, as required
- Reliable internet access
- Bachelor's degree required

**Compensation:** Competitive salary and benefits package

**Company Description:** Changing Our World, Inc. is a trusted fundraising and social impact consulting firm that advises leading corporations and nonprofit organizations. We have extensive experience designing, building and managing the implementation of strategic initiatives that enable corporations and regional, national and global nonprofits to achieve their social engagement and philanthropic goals.

Headquartered in New York, we also have offices in Boston, Atlanta, Austin and Washington DC. Changing Our World is part of the Omnicom Public Relations Group, a division of Omnicom Group. Through this relationship, we have access to the best communications, public relations, and branding expertise committed to driving social change.

#### **Our Core Values**

Our core values shape everything that we do as a company, from how we work with our clients, to the way we conduct interviews and internal meetings. These values are what you can expect from our team and what you'll find in every aspect of our work: Kindness at Our Core, Passion for Social Impact, Authentic Partnership, Integrity in All That We Do, and An Evidence-Based Approach.

**Send resume and cover letter via email to:**

[hr@changingourworld.com](mailto:hr@changingourworld.com)

**Please include the following code in the subject line: Fundraising - NAME**

*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.*