



MANAGING DIRECTOR

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

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.

Position Overview: Changing Our World is seeking candidates with a passion for social impact and a desire to work with purpose-driven organizations. As a Managing Director, you will be responsible for the development, execution, and ongoing management of a portfolio of Changing Our World clients. Client engagements may range from providing fundraising or strategic counsel to nonprofit organizations to leading cross-agency engagements focused on integrated branding communications and fundraising to developing and implementing strategic social impact programs for corporations. In addition to client responsibilities, you will also play an active role in expanding the client base of our firm, and assist in the development of junior staff.

Travel for this position may be required.

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
- Help to maintain client service standards including customer service, high-quality deliverables, and excellent relationship management
- Provide leadership and guidance in the design and implementation of comprehensive fundraising strategies designed to drive revenue
- Partner with cross functional teams both internally and with sister Omnicom agencies
- 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
- 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
- Deep knowledge of trends and best practices in fundraising, philanthropy and corporate citizenship
- Experience working with nonprofit organizations to help achieve fundraising goals; capital campaign experience a plus
- Experience leveraging communications and marketing best practices to drive social impact strategies
- 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

How to Apply:

Please submit your resume and cover letter to: 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.