



SENIOR 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 Senior 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 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.

Responsibilities:

- Lead client engagements; provide clear strategic direction to client teams; manage workflows, timelines, and the development of deliverables
- Work with project supervisors, executive staff, and 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 guidance in the planning and implementation of comprehensive fundraising strategies designed to drive revenue
- Partner with cross functional teams both internally and with sister Omnicom agencies
- Work with senior managers within Changing Our World to enhance client engagements, facilitate firm-wide communication, and support execution of firm-wide operations
- Manage, coach, and mentor junior staff members
- Actively contribute to the overall culture and operations of Changing Our World
- 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

Qualifications:

- Bachelor's degree required and 5 to 8 years of relevant experience; strategy consulting or experience in strategic roles preferred
- Track record of success at project management; demonstrated expertise in coordinating multiple work streams and managing clients and staff while maintaining client satisfaction
- Experience working with nonprofit organizations to help achieve fundraising goals; capital campaign experience a plus
- Deep knowledge of trends and best practices in fundraising, philanthropy and corporate citizenship
- Capable of working effectively with board members, staff members, volunteers, consultants and donors/prospects
- Exceptional communication skills; ability to establish rapport with others while maintaining a professional poise
- Excellent writing skills; particularly for a business audience
- Strong research capabilities
- Ability to both think critically and synthesize complex levels and types of information in order to provide client solutions
- High level of accountability when working independently or as part of a larger project team
- Strong and confident public speaker and facilitator
- Motivated, self-starter with a passion for problem solving
- 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.