



Managing Director/Account Manager

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 around the country. 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 We are seeking an experienced, full-time fundraising consultant to lead a portfolio of nonprofit client engagements. This account manager's primary responsibilities include managing client relationships and providing direct client service. Applicants must demonstrate successful fundraising experience or transferable skills in consulting, project management, marketing, and strategic planning.

Location: New York, Atlanta, Boston or DC. Remote candidates may be considered. Travel will be required. Valid Driver's license required.

Responsibilities:

Client Service/ Account Management

- Provide clear strategic direction and project management to client teams
- Draw on past experiences to contribute thoughtful, creative, and strategic value to clients
- Work with project teams to understand and interpret client needs and solve problems using critical thinking applications
- Ensure overall client expectations are met and surpassed through exceptional customer service and high-quality deliverables
- Partner with cross functional teams both internally and with partner agencies to design and implement comprehensive fundraising and communication strategies
- Provide leadership and mentorship in the professional development of colleagues while also helping to spot talent in the market
- Work with senior leadership to enhance client engagements processes and facilitate firm-wide operational improvements
- Actively contribute to Changing Our World's culture

Business Development

- Assist in executing the strategy for business development and marketing
- Leverage networks to identify and pursue opportunities for business development
- Grow business within existing accounts
- Create thought leadership content and represent Changing Our World at conferences

Qualifications:

- Bachelor's degree and 8+ years of relevant experience; agency and/or consulting experience required
- Proven track record of fundraising planning and implementation success; capital campaigns and major gifts experience preferred
- Strong project management skills with ability to manage multiple work streams and competing deadlines
- Deep knowledge of trends and best practices in fundraising, philanthropy and corporate citizenship
- Excellent writing, public speaking and facilitation skills
- Highly proficient in Microsoft Office Suite (including full competency in Excel and PowerPoint)
- Education or healthcare experience is preferred

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.