



## Fundraising Associate Director/Director with Changing Our World

### Company Overview

You want to do more good in the world. So do we. We're **Changing Our World**. 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.

### Job Description

We are seeking a new **Associate Director/Director** to join our **fundraising** team for a major Catholic campaign in the **Green Bay, Wisconsin** area. Our ideal candidate is a strong project manager with a passion to change the world through the power of philanthropy.

The new **Fundraising Associate Director/Director** will support a portfolio of client engagements and collaborate with Changing Our World team members to provide project management support and strategic guidance to our clients.

**Please note:** This position is based in **Green Bay, Wisconsin** and **will require domestic travel** (valid driver's license required). Relocation assistance will be provided.

### Key Duties and Responsibilities

- Conduct research on prospects, including individuals, corporations, and foundations, identified by clients as potential sources of private philanthropic funding.
- Prepare a variety of materials and reports, including agendas, interview questionnaires, giving history and constituent information reports, and ask strategies.
- Support clients' efforts to deepen relationships with current donors by assisting in the writing of letters, e-mail communications, and select marketing materials.
- Participate in the formulation of fundraising strategy and recommendations.
- Analyze donor data.
- Enter data into appropriate databases or survey collection tools.

### Qualifications

- Strong **project and relationship management skills**, including demonstrated expertise in coordinating multiple work streams and managing clients and staff while maintaining client satisfaction.
- **Bilingual English/Spanish** language skills **required**.
- Experience with **faith-based** organizations **required**.
- Understanding of fundraising and philanthropy and experience working with nonprofit organizations to help achieve fundraising goals.
- Capable of working effectively with board members, staff members, volunteers, consultants and donors/prospects.
- Skills in creating and managing complex work plans tied to specific project outcomes and client deliverables.
- Excellent interpersonal, analytical, and organizational skills.
- A team player with an attitude of service and desire to motivate and empower others.

- Ability to quickly adjust to changing and/or unexpected circumstances.
- Bachelor's degree with 2 to 5 years of professional experience.
- Proficiency in Microsoft Office Suite, including full competency in Excel.
- Exceptional verbal and written communication skills and an ability to establish rapport with current clients and prospective clients.
- Experience with capital campaigns preferred.
- Experience working with and reporting to mid-level and senior executives.
- Leadership and major gift fundraising knowledge would be a plus.
- Public speaking experience would be a plus.

Headquartered in New York, we also have offices in Atlanta, Austin, Boston and London. We are the only philanthropy and management consulting firm to be owned by a Fortune 200 Company, **Omnicom** (NYSE: OMC). Through this relationship, Changing Our World has access to the best communications, public relations, and branding expertise available, and is well-positioned to assist our clients in taking their fundraising and philanthropic initiatives into broader public realms.

### **How to Apply**

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

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