



## Open Grants Position - 2024

Since our start in 2007, Kennari Consulting has sought new thinking and smarter approaches to fundraising that serve the realities of the day and also strengthen nonprofits for the future. Our mission is to change the face of philanthropy, moving nonprofits of all sizes to greater capacity and meaningful impact within the communities they serve. We want to see more organizations with better tools and the resources they need – connecting donors to missions, using best practices, and engaging a broader community of donors.

Our vision is a future with **strong communities** supported by **sustainable organizations**, leading to **generational change**. Our company will model **equitable practices** to increase the voice and impact of those whom our clients serve. Our clients flourish because we partner and walk alongside them as they grow their efforts to fulfill their missions through **sound business practices** and **inclusive, asset-based frameworks**. We are also a resource to the philanthropic community as partners in this work to create a **more compassionate, healthier, and more just society**.

We are seeking to add a grants position to our team; our preference is for part-time (15 – 30 hours/week), however, we will consider full-time for the right candidate. This position will conduct the full range of activities required to prepare, research, submit, and manage grant proposals for organizations that are contracting grant writing services with Kennari Consulting. This position will work with a few different nonprofit organizations and will need the ability to project-manage multiple tasks and clients at one time. We are looking to diversify our team with a new perspective and fresh lens.

### Key areas of accountability:

- Assist clients in thinking strategically about their programming and evaluation tactics. Utilize an asset-based lens when assessing and describing programs.
  - Assess the needs of an organization for grant writing success and provide recommendations to improve grants readiness.
  - Coaching clients in building relationships with foundations.
  - Write, proofread, and edit grant proposals. Submit proposals through appropriate channels.
  - Develop necessary supplemental materials for grant submissions (e.g., program budget, logic model, work plan).
  - Research grant opportunities and prioritize projects to support clients in creating and implementing a successful grant seeking strategy.
  - Work with the staff of client organizations to gather the information necessary to submit and report on grants.
  - Manage a portfolio of clients while balancing competing priorities and deadlines. Proactively engage with clients to advance projects.
  - Support Kennari's other departments with fundraising related communications (e.g., talking points, Case for Support) and occasionally project management.
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- Maintain detailed activity records and keep internal team updated in project management system (Redbooth).
- Participate in company committees and offer a new perspective
  - Bring personal/professional experiences and a new lens to current processes and practices to better engage the full community in fundraising.
  - Identify opportunities for innovation and to build more equitable practices and outcomes.
- Manage contract relationships/deliverables and act as lead staff as assigned
- Build relationships and/or lead generation through community events/engagement and possible presentations on fundraising topics (live and virtual).

### **Qualifications:**

- Prefer a minimum of two years of grant writing experience.
- Ability to work collaboratively in a synergistic team, with a strong customer-service orientation.
- Strong written communication skills: ability to write clear, structured, articulate, and persuasive proposals.
- Professional presentation, with excellent verbal, written, and interpersonal communication skills.
- Computer literacy including Google Suite (email/calendars), Microsoft Office Suite, virtual meeting platforms, and comfort with other technology related tools (online grant application portals, texting, Dropbox, apps for hours tracking/parking/etc.)
- Ability to multi-task and work independently and efficiently, working in a hybrid of in-person and virtual meetings, with occasional travel. Office, and majority of the team, is based in Grand Rapids, Michigan. Occasional evening and weekend hours may be required.

### ***Each team member supports and enhances Kennari Consulting's culture and values:***

#### ***Learning***

*Teaching is at the core of what we do at Kennari - it's even in our name. Helping clients understand the 'why' of our process ensures their success is long-term. And to be good teachers, we are always learning too. Philanthropy must be responsive to a changing world - new generations of donors, shifting economic trends, and evolving technology.*

#### ***Results***

*Helping our clients achieve the results they need to advance their mission and serve their constituents is how we measure our success. Our holistic approach to consulting means we are always looking at the big picture, but decades of collective experience allows us to help clients prioritize for the greatest impact. Whether it is ensuring an event meets its goal, building the infrastructure for a successful capital campaign, or securing grant funds for a new program, our results-oriented process prioritizes equitable outcomes and long-term impacts.*



***Integrity***

*Nothing meaningful can be built without trust. Our commitment to acting with honesty and transparency ensures we are always accountable - this extends to our clients, their constituents, and the community of donors that support them. We will never give advice that goes against that commitment and we will practice compassionate honesty with clients to ensure we can always stand behind our work.*

***Excellence***

*We strive to ensure that each member of the Kennari team reflects the organizational ethos of capable expertise, and that we are always prepared and ready to lead. Our team is professional, responsive, and creative in meeting the needs of our clients. Our commitment to excellence extends beyond our company's reputation or a client's bottom line - it's a commitment to advancing the work of transforming communities for the betterment of all.*

***Diversity and Inclusion***

*We recognize that every individual possesses unique human experiences which shape their strengths, talents, and contributions within the workplace and within the community. We believe that these diverse skills and perspectives are essential to successfully supporting our clients through a comprehensive range of services. Therefore, we seek to engage diverse talent and intentionally promote an inclusive environment where every person's strengths, skills, perspectives, and contributions are valued and utilized to design collaborative efforts between our staff and our clients.*

*We are prioritizing diversity – and are leaning into the reality that there is a lot to learn.*

**What we offer:**

We are committed to our employees and provide a comprehensive compensation and benefits package. We believe in growth, advancement, and invest in professional development. Employees are encouraged to identify areas for growth and work with their supervisors to find and participate in professional development opportunities, ranging from webinars and classes to occasional conferences. We are fast-paced and committed to the work. We work hard to ensure Kennari's culture is one in which all team members feel safe and comfortable bringing their authentic self to work each day. If you are truly interested in partnering with nonprofits to create real community change, come join our team and help our company live out its mission today and long into the future.

The position will join the team as a Strategist (pay range: \$26-41/hr part-time or \$55,000-85,000 full-time) or Senior Strategist (pay range: \$34-53/hr part-time or \$72,500-110,000 full-time) depending on level of experience, required training, and agreed upon job responsibilities. Note: Part-time is preferred for this position, however, we will consider full-time for the right candidate.

***To apply: Email resume and cover letter to [admin@kennariconsulting.com](mailto:admin@kennariconsulting.com)***

