



KENNARI
CONSULTING

Open Consultant 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** both in fundraising and program/project development. 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 consultant position (preferably full-time, part-time negotiable) to collaborate and consult with a variety of nonprofit clients both in campaigns and annual giving fundraising. We are looking to diversify our team with a new perspective and fresh lens.

Key areas of accountability:

- Build capacity in clients by acting in assigned roles and utilizing team members
 - Work closely with the Kennari team as an active participant and collaborative partner assigned to various clients.
 - Act in partnership with annual giving clients to install a relationship-based model of philanthropy for long-term fund development success. Help clients with major gift programs, donor communication plans, event strategies, grassroots and peer to peer campaigns, and board development.
 - Act in partnership with campaign clients to develop feasibility study lists, perform feasibility study interviews, guide organizations in the development of campaign strategies, coach on cabinet development, and identify strategies for gift solicitations, stewardship, and cultivation through campaign completion.
 - Guide clients in building diverse and productive volunteer/event committees, campaign cabinets, and boards of directors. Assist staff and volunteers in working together to meet goals.

- Manage a portfolio of clients (average 15-20), balancing various priorities and deliverables
- Develop and lead educational trainings – cohorts, live (online and in person), and pre-recorded videos
- 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.
- Support lead generation/prospecting
 - Actively engage and network with the community, identifying opportunities for new or increased partnerships, participate in prospective client meetings, manage follow up, prepare and send proposals for services.
 - Give presentations on fundraising topics for various groups
- Manage contract relationships/deliverables and act as lead staff as assigned

Qualifications:

- Prefer a minimum of 8 years of broad fund development or closely related professional experience, with a minimum of 5 years active engagement in the nonprofit sector.
- Ability to be flexible and adapt approach, with confidence in a variety of settings.
- Excellent verbal and written communication skills – professional, clear, and compassionately honest. Strong presenter virtually and in-person.
- Ability to multi-task and work independently and efficiently, working in a hybrid of in-person and virtual meetings, with occasional travel. Work environment varies from week to week but averages around 70% virtual/30% in person. Flexibility in schedule is important, including easy access to the office in Grand Rapids, MI.
- Ability to drive progress and create forward movement in clients, while also building trusting relationships.
- Working knowledge of Microsoft Office, email/calendars, and comfort with technology (texting, virtual meeting platforms, Dropbox, apps for hours tracking/parking/etc).

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

Partnership Mindset: We believe in the transformative power of collaboration. We strive to build bridges between staff, boards, donors, and other nonprofits, fostering connections that create enduring value. By embracing diverse perspectives and working together diligently, we unlock innovative solutions and drive collective community impact. Our commitment to partnership fuels our growth, fosters compassionate honesty, and enables us to achieve remarkable outcomes.

What does this look like? We prioritize working with clients with diverse perspectives who also value partnership. We build relationships and trust, and do what's best for the organization long-term, not just focus on short-term gains. We are direct, clear, and compassionate – especially in difficult conversations.

Comprehensive Insight: We champion a holistic, expansive understanding across all areas that impact nonprofit fundraising. Our strength lies in the breadth of development expertise derived from our diverse team, extensive experience in various positions, and collaboration with numerous nonprofit partners, ensuring we grasp the full philanthropic landscape and empower informed decisions.

What does this look like? We engage a team of staff on projects to bring in various areas of expertise and perspectives. We commit to professional development and learning from our clients.

Tailored Solutions: We embody a strategic and practical approach, recognizing that one size does not fit all. Beginning with high-level strategy, we adeptly translate concepts into actionable reality. Our hallmark is crafting customized solutions based on individual needs. By empowering clients to execute with their existing resources, we ensure practical, effective outcomes aligned with their unique requirements.

What does this look like? We make sure that we customize our approach so each client can actually apply it and benefit from it. We help organizations make incremental progress that they can sustain.

What we offer:

We are committed to our employees and provide a comprehensive compensation and benefits package. We believe in growth and 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.

This consulting position will join the team as a Strategist (pay range: \$55,000 - \$85,000), Senior Strategist (pay range: \$72,500 - \$110,000), or Vice President (pay range: \$100,000+) depending on level of experience, required training, and agreed upon job responsibilities.

To apply: Email resume and cover letter to admin@kennariconsulting.com