



Open Writing/Consulting Position – 2025

Kennari Consulting is seeking to add a writing/consulting position to our team and is open to full or part-time based on the needs of the candidate. This position will develop strategic, clear, and compelling written materials and direct clients on grant seeking strategies and best practices. Additionally, this position will be on the consulting team for various campaign and annual giving fundraising initiatives. This position will work with a variety of 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:

WRITING

- Work with grants clients to think 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.
- Support clients with grant proposals, including developing necessary supplemental materials and writing, reviewing, or editing proposals. Research grant opportunities and prioritize projects to support clients in creating and implementing a successful grant seeking strategy.
- Create written products for various clients including Case for Support, talking points, grant templates, prospect lists, etc.

CONSULTING

- Act in partnership with campaign clients and team members to develop feasibility study lists, campaign prospect lists, and strategies for engaging foundations.
- Work with the lead consultant on campaigns to support implementation of best practices for campaign development, implementation, and completion.
- Act in partnership with annual giving clients to install a relationship-based model of philanthropy for long-term fund development success. Provide guidance in 1-2 of the following areas: major gift programs, planned giving, donor communications, events, digital fundraising campaigns, and board development.

ADMINISTRATION

- Client Management: Manage a portfolio of clients (average 15-20), balancing various priorities and deliverables.
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- **Business Development:** Actively participate in lead generation through community events and engagement. Participate in and deliver presentations on fundraising topics (live and virtual). Regularly participate in prospective client conversations, proposal development, and contract negotiation.
- **Team Participation:** 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.

Qualifications:

- Minimum of 5 years fundraising experience, including/in addition to 3 years grant writing experience.
- Ability to be flexible and adapt personal 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. Occasional evening and weekend hours may be required, which will be communicated and agreed upon in advance.

What we offer:

We are committed to our employees and provide a comprehensive compensation and benefits package. We work hard to ensure Kennari's culture is one in which all team members feel safe and valued. We are fast-paced and committed to the work, but we don't take ourselves too seriously and have fun in spite of challenges.

The position will join the team as a Strategist (full-time pay range: \$54,000 – \$85,280) or Senior Strategist (full-time pay range: \$70,720 – \$110,240) depending on level of experience, required training, and agreed upon job responsibilities.

Note: In addition to traditional full-time team members, some Kennari staff are part-time in various structures – we're open to adapting as needed/desired.

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



Company Overview

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**.

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.*

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.

What does this look like? *We are prioritizing diversity – and are leaning into the reality that there is a lot to learn.*

