



PARKES

PHILANTHROPY



Fundraising Project Lead



About Parkes Philanthropy

Parkes Philanthropy is an impact consultancy equipping nonprofits, corporations, and individuals with the ideas, resources, and support they need to positively impact the world. We proudly partner with a diverse portfolio of nonprofits and businesses committed to advancing social impact, as well as a network of strategic partners who share our vision, including WeHero, Givebutter, WeThrive, Classy, and iWave.

We build customized teams and offer on-demand experts to help achieve individuals, nonprofits, and companies achieve their impact goals. The backbone of Parkes Philanthropy are our talented Consultants, a collective of result-oriented individuals who have each demonstrated the commitment and ability to create change through a lifelong career dedicated to positive social impact.

Parkes Philanthropy has been named a Top Standout Firm for 2022 by GrantsPlus and a 2023 Top Impact Award Winner by Real Leaders Magazine.

Position Summary

We are seeking a freelance **Fundraising Project Lead** to lead engagements with up to 4 partners through the end of 2023, with potential for extension. You will be the primary client-facing Consultant on projects and responsible for managing the overall project timeline and ensuring the quality of deliverables.

Your primary focus will be on prospect research projects, where your responsibilities will include:

- Developing the prospect viability matrix to determine viability of prospects
- Interviewing and/or survey current donor ecosystem to identify motivations and affinity towards the partner nonprofit
- Directing the Consultant on prospect research, and ensuring quality of final prospects
- Ensuring final list includes 50-100 funders that reach the total pipeline value goal

In this role, you will work with 1-2 other Consultants on engagements with our partners to ensure the overall success of the project. The anticipated compensation for this role is project-based, and anticipated at \$4500-\$6000/month.

When you join Parkes Philanthropy as a Consultant, you will be a part of an empowered, enriched, and encouraged team which celebrates individual and team achievements. Our Consultants share our core set of values. They operate from a place of integrity; each one has demonstrated the ability and commitment to transforming their communities through a lifelong career dedicated to positive social impact. They have accumulated a wealth of knowledge towards achieving measurable results and are seeking to be partners in creating change.



Who You Are

- You are **accountable**. You follow through on commitments, meet deadlines, and manage your work responsibly and thoughtfully.
- You are **collaborative**. You give and receive both affirming and constructive feedback with a spirit of teamwork, striving for personal and collective excellence.
- You are **people-oriented**. You enjoy working with others and have a history of building successful relationships with colleagues and clients.
- You are **analytical**. You identify solutions, and execute strategic plans.
- You are **adaptive**. You learn and grow quickly.
- You are **open minded**. You run towards new ideas and consistently seek out innovative ways of doing things.

Our Values

- **Integrity:** be consistent and true to our word and commitments
- **Transparency:** be honest and open
- **Collaboration:** work with a spirit of collective success, enthusiastically learning from one another; support one another internally and externally
- **Connection:** strive to connect one another with new individuals, organizations, and ideas to broaden and deepen our overall and individual impact
- **Data-Driven:** make decisions and recommendations based on proven best practices and credible data
- **Outcomes oriented:** set goals for measurable impact and work towards them
- **Humility:** be open minded and receptive to new ideas
- **Innovation:** seek out the newest and best practices; seek tirelessly to improve

Requirements

1. 5+ years experience in fundraising and prospect research
2. 2+ year(s) consulting experience or equivalent client-facing experience
3. Experience leading teams and/or managing direct reports to achieve goals
4. Track record of successful, goal-driven non-profit fundraising at the six-figure level
5. Demonstrated ability to form relationships with diverse groups of people, comfortable engaging with corporate and foundation donors
6. Excellent writing skills, including development of compelling communications to engage donors and prospects
7. Self-starter with outstanding organizational skills, including ability to plan, prioritize and manage a varied workload to meet deadlines
8. Comfortable working on remote, asynchronous teams and using collaborative technology

How to Apply

Please submit your resume via the application form at parkesphilanthropy.com/apply