



Position: Senior Development Consultant

Period of performance: July 2021-March 2022; part-time

General Description:

WRA seeks an experienced, hands-on professional to partner closely with the Senior Management team to identify, cultivate and secure unrestricted funding through individual giving, corporate partnerships and family foundations. WRA has completed a comprehensive analysis and assessment and developed a roadmap to increase unrestricted revenue. The consultant will shape and execute this plan. The consultant will work effectively with and across diverse constituencies to build effective partnerships and advance the level of engagement and, ultimately, the reputation of the organization among target audiences.

Responsibilities:

- Refine case for support and pitches for top corporate and family foundation targets; pursue outreach and persuasively present case for support in collaboration with WRA leadership;
- Work with the advocacy and communications team to execute individual giving campaign and grow individual donor base;
- Track and analyze engagement metrics to meet targeted goals and refine messaging for increased effectiveness with specific fundraising targets;
- Initiate new marketing endeavors and placement opportunities that elevate WRA's mission, approaches and accomplishments to diverse audiences;
- Organize meetings and special events with focus on fundraising targets; prepare content and speakers for same;
- Equip the Board of Directors and staff with the confidence, skills, messages, and opportunities to meet fundraising goals with focus on individual and corporate giving.

Skills and experience:

- Minimum 8 years' experience.
- Demonstrated success in identifying and successfully cultivating new partnership and/or donor relationships from individuals, corporations, and foundations, including success in transforming relationships and partnerships into unrestricted revenue.
- Mastery of moves management across donor types (High Net-worth, Foundation, Corporation) with a track record of securing significant philanthropic gifts.
- Demonstrated ability to communicate (orally and in writing) complex issues in a concise, compelling, and easily understandable manner.
- Expert computer skills in Microsoft Office Suite applications, including Word, Excel, PowerPoint, and Outlook.

Application Instructions:

Interested candidates should email their resume, cover letter to recruitment@whiteribbonalliance.org with subject line: Senior Development Consultant. No phone calls please.

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