Associate Consultant, Predictive Analytics
Position Guide

USE YOUR DATA ANALYTICS SKILLS FOR GOOD!

Associate Consultant, Predictive Analytics

From determining philanthropic potential and identifying the prospects who will help realize it – to providing the tools needed to manage relationships and effectively leverage the power of our clients' resources – the Strategic Information Services Division of Campbell & Company puts data to work. As the division expands and increasingly becomes an integral part of each client engagement, there is a need to add an additional Associate Consultant focused on predictive analytics.

This individual will create custom models and conduct analyses that are fundamental to our rigorous study projects. The Associate Consultant, Predictive Analytics will work on end-to-end client projects and collaborate with Campbell & Company colleagues to present results, insights, and actionable recommendations to our clients. In addition to providing expertise surrounding analytics services, this person will support prospect research and donor qualification activities. The Associate Consultant will report to the Director of Strategic Information Services and will be based in the Northwest office, in Seattle.

Campbell & Company

Campbell & Company is a national consulting firm that serves nonprofit organizations and institutions in all sectors, including education, environment, healthcare, human services, arts and culture, associations and membership organizations, and civic and public affairs. The firm is based in Chicago with regional offices in Los Angeles, Portland, San Francisco Bay Area, Seattle, and Washington, DC.

We are motivated by a desire to strengthen the nonprofit sector. You can see that commitment reflected in both our work and our personal passions—from mentoring others in the profession to volunteering in the community to serving on national boards. We are driven and willing

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MISSION
To collaborate and innovate with people who change lives through philanthropic vision and action.

VISION
*To be the **partner of choice** for nonprofit organizations, nationally known for providing exceptional and creative service, distinguished by our commitment to our client relationships, and recognized for advancing the nonprofit sector as a whole.*

*To be the **firm of choice** for talented professionals seeking a great place to work where they can be well-supported, challenged, and fulfilled throughout their careers.*

VISIT US

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to do what it takes to get the job done. We have high standards for ourselves and our teams, and we achieve those standards by helping one another to do our best work.

We respect and value our colleagues' perspectives, and we see collaboration as an opportunity to learn from one another, support each other's growth and advance our collective knowledge. Our team-based approach enhances our work and is even built into our company's structure: as an ESOP (Employee Stock Ownership Program), we are 100 percent employee-owned, giving every one of us a vested interest in the success of both our clients and our colleagues.

We are always looking to improve so we can better serve the nonprofit sector. That desire fuels our new growth strategy, which charts an ambitious path for national expansion in key regions and vertical sectors across the country. These objectives advance the core services that today's nonprofits need to be successful and support a growing team of professionals who bring passion and dedication to their work every day.

Our Work

Our mission is to collaborate and innovate with people who change lives through philanthropic vision and action. For more than 40 years, we've worked with organizations at critical points in their growth and development, when our expertise and partnership approach can have a powerful impact.

Today, we have four primary service lines:

> *Fundraising* - including campaign planning and counsel, development assessments, interim management, and major giving counsel
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> *Strategic Information Services* - incorporating analytics, benchmarking, prospect research, and database assessments
>
> *Executive Search* - which encompasses recruiting and talent acquisition
>
> *Communications* - including case development and brand messaging

We immerse ourselves in learning each client's culture, constituencies, and challenges, and we work with staff, board members, and other leaders to develop a coherent strategy for achieving the organization's goals. Collectively, Campbell & Company consists of 66 staff members, including 39 in Chicago and the Midwest, three based in Washington, D.C., seven based on the West Coast, and 16 members based in the Northwest office in Seattle. Our consultants work in teams to provide the right balance of expertise, experience, and seniority for each client. Over time, each consultant has opportunities to work with and gain knowledge from every other consultant on our staff.

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About This Position

Under the direction of Campbell & Company's Director of Strategic Information Services (who is based in Chicago), the Associate Consultant, Predictive Analytics will serve firm clients from the Seattle office. Primary duties will include:

CLIENT SERVICE

- Collect, analyze, evaluate, and present data-driven insights to key stakeholders to inform recommendations.

- Build strong, trusting partnerships with internal and external clients.

- Create new and refine existing analytics and prospect research offerings.

- With oversight from the Director of Strategic Information Services, manage work independently and oversee the end-to end process for analytics projects.

- Deliver high-quality consulting services to clients.

STRATEGIC INFORMATION SERVICES AND THOUGHT LEADERSHIP

- Seek and share new knowledge about trends in the field, including writing for the Campbell & Company blog and presenting through webinars and at conferences.

- Provide active learning opportunities for the firm and train internal staff on relevant material relating to analytics services.

MARKETING

- With support from the Director of Strategic Information Services, develop strategies to promote visibility, revenue generation, and efficiency.

- Network with colleagues in the field to help identify new leads and opportunities.

- Contribute to the sales proposal process and participate in sales presentations.

QUALIFICATIONS

The successful Associate Consultant, Predictive Analytics, will bring the following experience and competencies:

- A bachelor's degree in statistics, mathematics, data science, econometrics, or a similar course of study is required; an advanced degree is preferred;

- Minimum of two to five years of experience conducting sophisticated analyses, preferably in the nonprofit sector;

- Expertise with complex, high quality data analysis techniques, including data mining, predictive modeling, and forecasting;

- Expertise in statistical software (preferably R) and advanced Microsoft Excel functions;

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- Experience using database visualization packages, dashboards and business intelligence solutions;

- Strong writing and presentation skills;

- An understanding of development and major gifts fundraising and how research and prospect management support development efforts is preferred;

- Experience with prospect research and wealth screening tools is preferred;

- Comfort in an environment that requires high attention to detail and the ability to manage multiple projects, prioritize and meet deadlines;

- High personal and professional integrity that inspires confidence and trust;

- Commitment to delivering high quality services to colleagues and to clients;

- High initiative, energy and ability to be effective independently and as part of a team.

Application

To be considered for this opportunity, please send a letter of interest and resume to:

Daniel Fissinger
Associate Consultant, Executive Search
Analytics@campbellcompany.com

Campbell & Company is an equal opportunity employer

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