

## Senior Consultant, Chicago

### Position Guide

USE YOUR FUNDRAISING EXPERTISE FOR GREATER GOOD.

### 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 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 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.

#### **MISSION**

*To innovate and collaborate 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**



## Our Work

Our mission is to collaborate and innovate with people who change lives through philanthropic vision and action. For nearly 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; executive search, which encompasses recruiting and talent acquisition; communications, including case

development and brand messaging; and strategic information services, incorporating analytics, benchmarking, prospect research, database assessments, and reporting. 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.

Our client engagements served from Chicago include work with distinguished organizations such as: Northwestern Memorial Foundation (Chicago, IL); Marquette University (Milwaukee, WI); Ball State University (Muncie, IN); WTTW Chicago Public Media; Alzheimer's Association (Chicago, IL); Ronald McDonald House Charities (Oak Brook, IL); Western Golf Association Evans Scholars Foundation (Golf, IL); Planned Parenthood of Wisconsin (Milwaukee, WI); Latin School of Chicago; Kentucky Country Day School (Louisville, KY); The Nature Conservancy, Illinois (Chicago, IL); and Chicago Shakespeare Theatre.

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 from Collins Group, a division of Campbell & Company in the Northwest. 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.

## Senior Consultant, Chicago

The Senior Consultant helps Campbell & Company extend its role as a preeminent national consulting firm by providing institutional advancement services to clients in the firm's core markets. S/he provides strategic counsel in all areas of fundraising and advancement, including implementing capital campaigns and ongoing development programs; board development and executive coaching, and development staff training; effective use of data in goal setting, planning, and implementation of effective development programs; institutional and campaign messaging and communications; and fundraising program and campaign assessments. This position is based in Campbell & Company's downtown Chicago office and s/he has a direct reporting relationship to the Executive Vice President.

The work of the Senior Consultant involves critical engagement in four core areas:

**Client Service**

- Serve as project leader by providing strategic oversight and direction of client engagements; coordinate members of the project team in order to ensure that client projects are on schedule and cost-effective.
- Understand client needs and match underlying client needs to service offerings.

**Business Development**

- Achieve annual goals and remain consistently billable by providing excellent service that both retains clients and leads to referrals for new clients, actively identifying and pursuing new leads and opportunities, and helping to develop high-quality proposals for services.
- Identify opportunities to introduce appropriate additional services and products that will enhance the value of engagements.
- Develop ownership of a particular sector, ideally higher education or healthcare. Serve as a point person within the firm for client services and business development.
- Contribute regularly to Campbell & Company’s thought leadership.



**Firm Leadership**

- Participate actively and regularly in Campbell & Company internal meetings, events, workgroups, and task forces.
- Contribute to firm best practices (e.g., developing new product or service or improving methodology) and work to identify and assist in recruiting new staff to the firm.
- Serve as a mentor and provide active learning experiences for colleagues.

**Professional Skills and Services**

- Demonstrate strong communication and project management skills, lead client and internal teams, and "manage up and down" on projects in order to deliver outstanding service to clients.
- Demonstrate expertise in, and flexibility with, firm methodology.
- Remain involved with professional association and volunteer opportunities in the nonprofit community to build expertise.

**Qualifications**

The successful candidate will be an innovative and accomplished fundraising professional or consultant who is interested in using his/her skills and competencies to benefit a wide range of organizations and institutions. Successful candidates will bring fundraising success in individual and corporate major gift solicitation,

particularly in a campaign environment. The successful candidate may also bring prior consulting experience in the areas of capital campaigns, development capacity building, board development, and development assessments. This opportunity requires residence in metropolitan Chicago. The successful candidate must have his/her own reliable transportation.

The ideal candidate will bring the following qualifications:

- 10 or more years of progressively responsible fundraising experience or a mix of consulting and direct fundraising experience.
- Demonstrated breadth of experience in higher education and/or healthcare is preferred. Experience will include work with volunteer leaders, donors, and other stakeholders.
- A strong achievement orientation balanced with the discipline and collaborative spirit necessary to join an established firm.
- High initiative, energy, and ability to be effective independently and leading a team.
- Exceptional critical thinking skills, professional presence, and ability to self-assess and grow as a practice leader.
- Demonstrated success managing several projects simultaneously, including expectations and deadlines from multiple internal and external engagements.
- Ability to earn the confidence of a wide range of internal and external constituents.
- Excellent written and presentation skills.
- Ability and willingness to travel up to 40 percent of time serving clients, inclusive of travel in the Midwest and, on select occasions, other areas of the country.
- A bachelor's degree in a related discipline; an advanced degree is preferred.



## Application

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

Joey Scheiber  
Associate Consultant, Executive Search  
[joey.scheiber@campbellcompany.com](mailto:joey.scheiber@campbellcompany.com)

(312) 896-8897 direct

*Campbell & Company is an equal opportunity employer*