# Senior Consultant Role

## About Further Together:

Further Together is a fundraising consultancy. We partner with bold, community-led nonprofits and innovative leaders who want to double their fundraising revenue in a values-aligned way. We offer customized strategies, training for staff and boards, and year-round support at an affordable price. Further Together, founded by Maria Rio, emphasizes community-centric values, innovation, and practical fundraising solutions.

## Who we are looking for:

- Demonstrated passion for social and economic justice.
- Brings a high level of expertise in fundraising and is meticulously detailed.
- Interest or expertise in Community-Centric Fundraising.
- Exceptional online and offline communications skills. Capable of working with and inspiring volunteers, board members, staff, and colleagues.
- Someone who has been the sole fundraiser of an organization and knows the value of being strategic but also knows how to get in the weeds and solve problems quickly.
- Continuously seeking new ways to improve and promote our clients and the services provided by Further Together.

## About the role:

*Please note this role will be offered as a one-year contract with opportunity for renewal.*

As a Senior Consultant with Further Together, you will work with nonprofit organizations to help them **develop and implement** fundraising strategies. This role reports to the CEO. We are seeking a fundraising generalist who can assist with the following responsibilities:

*RELATIONSHIP-BUILDING:*

1. Be the main point of contact in all matters related to client concerns and needs. This includes managing daily client communication, assisting them in the outlined strategy, exchange with the team, and alerting the CEO of any arising issues.
2. Establish and build strong working relationships with the client's team and the Further Together team.
3. Build your personal brand and network by posting on LinkedIn, connecting with EDs and other consultants, regularly appearing on The Small Nonprofit Podcast, and being in community.
4. Some travel may be required.

*STRATEGIC THINKING:*

5. Support the implementation of the Further Together client journey from prospecting to offboarding.
6. Develop a fundraising strategy with CEO and client; outlining specific activities required to achieve the fundraising goals.
7. Help improve Further Together processes and support client work across all clients.
8. Prospect new business opportunities for Further Together.

*IMPLEMENTATION:*

9. Deliver fundraising products according to the strategy, such as a case for support, a stewardship plan, campaign materials, appeals, etc.
10. Execute the various activities outlined in the work plan, including solicitation and stewardship of donors, grant writing, campaign creation, donor journeys, etc.
11. Tweak initiatives based on feedback and results and work with the client to optimize the fundraising plan and achieve the desired outcomes.

## About you:

- 6+ years of experience in nonprofit fundraising in small to medium nonprofits.
- Experience in developing and implementing fundraising strategies.
- Demonstrated ability to work independently and as part of a team.
- Excellent analytical skills, attention to detail, communication, and interpersonal skills.
- Commitment to social and economic justice.
- Must live in Canada
- Nice to have: Experience with Community-Centric Fundraising (CCF), design skills, DoD or ED experience

## What we offer:

- Salary: $87,750 CAD
- Location: Fully remote within Canada, occasional travel required
- Client referral bonus ranging from $500-$1,500 for each signed contract.

## How to apply:

Please share your **resume, cover letter, and any relevant work samples** with our CEO, Maria Rio, by contacting maria@gofurthertogether.ca. Please highlight the CRMs you have used and the types of fundraising portfolios you are experienced in (major gifts, annual giving, monthly, events, capital campaigns, corporate, grants, planned giving, etc.) Applications received and reviewed on an on-going basis. **Or do you know a great candidate for this role? Share their profile with us and if they join our team, you will get a $500 referral bonus!**