



## JOB DESCRIPTION

<b>Position:</b>	Fundraising Consultant
<b>Employment Status:</b>	Independent Contractor
<b>Reports To:</b>	Vice President, Community Development
<b>Location:</b>	Remote (physically located in Minneapolis–Saint Paul, MN)

## ABOUT MULTIPLYING GOOD

We believe people realize their true potential through service to others. We empower everyone to bring about change. We honor those who have taken on extraordinary efforts in service to others. For nearly 50 years, our work has helped individuals see just how positively they can impact the lives of those around them. In fueling their personal growth and celebrating their achievements, we help them multiply their impact.

Our success as an organization is realized through the work that takes place in our branches or field offices, that we refer to as Leadership Communities. Multiplying Good currently runs 11 of these Leadership Communities nationwide, one of which is located in the Twin Cities. Each Leadership Community supports Multiplying Good's overall mission and vision and delivers impact across their respective footprint. To be successful within this model, each Leadership Community will combine impactful programming, a dynamic brand presence, a strong Local Board, and a broad and deep base of local funding.

## POSITION SUMMARY

To sustain and grow our impact and plan for growth in Minnesota, we are seeking an experienced development professional who is passionate and dedicated to the power of service and how it can transform the lives of others. This dynamic, proactive individual will work closely with Multiplying Good's VP of Community Development, Minnesota Program Manager, and Local Board in their role as Fundraising Consultant for the Minnesota Leadership Community.

Candidates for this position should have significant experience cultivating and stewarding donors to generate revenue across multiple revenue streams. Qualified candidates may also have extensive experience successfully developing and implementing events and programs and writing grant proposals to corporate funding within the Twin Cities. Core to the success of this role will be an ability to effectively engage community leaders, partners, volunteers, and donors, thereby building the Multiplying Good community through fundraising, awareness-building, and partnership development across the Twin Cities. The desired candidate will be a skilled communicator, logistics resource, and partnership builder, able to manage time effectively and reach objectives in a timely fashion.

## ROLES & RESPONSIBILITIES

A successful Fundraising Consultant in the Twin Cities will engage in the following activities:



### **Fundraise Against Local Budget**

Both local impact and brand recognition are contingent upon a strong and repeatable financial base. With support from Multiplied Good's national infrastructure, the Fundraising Consultant is responsible for working with the VP of Community Development and other stakeholders to raise revenue in support of a local annual budget, as well as future growth. They are tasked with building and maintaining relationships within the philanthropic community that create new funding streams, generating revenue from private & corporate foundations, corporate funders, individuals, and other supporters/sponsors.

### **Build & Engage Donor Base**

Key to scaling our work in the Twin Cities is the engagement and growth of our donor base. The individual in this role will create processes that build a new donor base, to include high net worth individuals, foundation, corporate donors and can build a base of recurring small dollar donors, with a particular focus on growing and sustaining donor participation.

### **Stewardship & Growth of Local Board**

The strength of the Leadership Community begins with a strong Local Board. This entity is not a fiduciary board however they are key to raising resources, cultivating partnerships, and building awareness of Multiplied Good. In this role, a Fundraising Consultant will work to build board membership and increase board participation in fundraising and programming through identifying high net-worth individuals, and corporations that support board participation.

## **REQUIRED SKILLS & EXPERIENCE**

- Direct fundraising experience within the Twin Cities that includes cultivating key relationships with a core funding base leading to revenue generation
- A minimum ten years of results-oriented experience in fundraising and resource development
- Significant organizational development experience, particularly focused on leading nonprofit boards to maximize potential and achieving fundraising benchmarks and projects
- Exceptional written and oral communication skills, including presentation and facilitation abilities that range from large group presentations to intimate and sensitive donor conversations with high profile donors and prospects
- Significant experience writing funding proposals and successfully soliciting corporate gifts and sponsorships.
- A natural collaborator who proactively engages colleagues and stakeholders with good will, transparency, and kindness.
- Passion for service, volunteerism, and youth development.
- Bachelor's degree from an accredited institution.
- Valid driver's license.
- Computer literate and aptitude to use Microsoft Teams and Office 365 (Word, Excel, PowerPoint, Outlook,



Planner, SharePoint OneDrive), Zoho One (CRM, Survey, Backstage, Campaigns, Expense), social media, and other web-based applications.

## COMPENSATION

Independent Consultants/Contractors should propose their preferred fee structure or rate.

## COMMITMENT TO DIVERSITY, EQUITY, INCLUSION & BELONGING

Multiplying Good is committed to living its mission by building a culture of service, and applicants are therefore encouraged to actively demonstrate their commitment to and understanding of diversity, equity, and inclusion. At Multiplying Good, we get to spend our time surrounded by people who see service as part of who they are, and we strive to ensure everyone interacts thoughtfully, with respect, and with kindness. From our staff to our consultants, vendors, partners, and other stakeholders engaged in the work of Multiplying Good, our culture of service is not only core to what we do—it is core to who we are.

## HOW TO APPLY

Respondents should send a resume and thoughtful cover letter to: [careers@multiplyinggood.org](mailto:careers@multiplyinggood.org). Please add **Fundraising Consultant** to the subject line and note where you heard about the opportunity in the body of the email. Applications will be considered on a rolling basis until the position is filled.

Multiplying Good is a 501(c)(3) nonprofit organization with a 100 percent remote workforce. As the opportunity and business need arises, travel to any part of the country may be expected.

All qualified applicants are encouraged to apply. We are committed to building a diverse team to represent the communities we serve and to proactively create a work environment where all voices are heard and valued. We encourage applications from all qualified candidates who reflect the diversity of the communities we serve.