



DIRECTOR – RESEARCH AND ANALYSIS

Organization Overview

Founded in 1999, Changing Our World is today among the largest and most successful consulting firms dedicated to philanthropy. Our unique business model consists of three areas of practice - Fundraising, Corporate Social Engagement, and Digital Philanthropy - which enables us to draw from the appropriate experiences and capacities of each in designing solutions for our clients, which range from nonprofits to corporations to private philanthropies. Our Research and Analysis team specializes in helping clients leverage actionable, data-driven evidence to bolster the design and execution of strategic philanthropic activities, from feasibility studies and major capital campaigns to comprehensive corporate social engagement initiatives and collaboration projects among global funders.

Position Overview

Changing Our World is seeking a professional with a passion for social impact to join our Research and Analysis team in New York City. This individual will be responsible for servicing client engagements that involve the evaluation of business operating environments, financial reviews and economic projections, and market analyses addressing demand for services and the competitive landscape of nonprofit and philanthropic clients. The successful candidate will be responsible for taking ownership of key tasks, from initial planning and project design to the creation of final deliverables. We seek an individual with sharp critical thinking skills, demonstrated expertise in the development of strategic and creative recommendations, and exceptional communication skills, capable of working well within a team context, as an individual consultant, and/or in direct client interface.

Responsibilities

- Support the Research and Analysis team in executing research and strategic planning projects as part of client service teams
- Perform both qualitative and quantitative analysis to strategically address clients' core issues and map opportunities for increased effectiveness in philanthropic endeavors
- Design methodologies for primary and secondary source research
- Partner with other members of the firm to develop analytical tools and generate white papers or studies which position Changing Our World as a thought leader and as a source of innovations for the field
- Actively maintain knowledge of news, trends and best practices in philanthropy with an eye toward pivotal changes in the field's evolution, bringing keen insight and expertise to client engagements
- Serve as an in-house resource and advisor for the Fundraising, Corporate Social Engagement and Digital Philanthropy divisions
- Contribute to day-to-day operations of the Research and Analysis team, including assisting with infrastructure improvements and supporting knowledge management
- Actively contribute to the overall culture and operations of Changing Our World

Qualifications

- Minimum 5 years of experience in research, evaluation and/or strategic planning for a client-based business or professional practice
- Strong research and analytical skills with the ability to think strategically and integrate diverse information and to work in fast paced teams
- Successful experience in conducting research and analysis in various technical areas; ability to conduct both quantitative and qualitative studies and data analysis
- Demonstrated ability to apply data to inform and advance decision-making and influence the design and execution of strategic initiatives or programs
- Strong experience in developing sophisticated client presentations using graphics and creative visual representations of data
- Broad knowledge of the nonprofit sector, emerging new types of social enterprise and social investing, and elements of the application of both nonprofit and social enterprise to the work of corporate and private philanthropies
- Advanced knowledge of Microsoft Office suite; familiarity with graphics and planning programs such as Visio
- Excellent writing skills and creative ability to distill complex information into user friendly formats
- Exceptional communication skills
- High level of accountability when working independently or as part of a larger project team
- Ability to be flexible and juggle priorities when faced with competing deadlines
- Strong and confident public speaker and facilitator
- Motivated, self-starter with a solutions-oriented attitude fitting a cross-functional team
- Flexibility to travel, as required
- Bachelor's degree required; Master's degree preferred

Compensation

Competitive salary and benefits package

Send resume and cover letter via email

Kirsten Soberanis, Managing Director of Human Resources
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We are an Equal Opportunity Employer. No agencies, phone calls or faxes please.