



What our clients and other professionals are saying about us and our work

Clients

"Daryl and his team are smart, fun, honest, connected and very persistent. We have benefited greatly from their vast knowledge and no-nonsense advice."

Nicky McIntyre

Executive Director
Mama Cash | Fund for Women
www.mamacash.org

"Whether it has been his fundraising advice, strategic view or recruitment, it has always been a pleasure to work with Daryl. He has been successful when I worked for the Netherlands Red Cross and again now with Greenpeace International. He knows the global fundraising community very well which is a huge benefit for me working with a global team and supporting Greenpeace offices in over 40 countries."

Julie Verhaar

Fundraising Director
Greenpeace International
www.greenpeace.org

"Faced with a major funding challenge, Daryl and team provided us with a sense of direction, purpose, and perhaps most importantly, a positive belief, that have become the foundations of our fundraising strategy."

Tim Johnson

Executive Director
Aviation Environment Federation (AEF)
www.aef.org.uk

"When I am looking to recruit a true fundraising expert, Daryl Upsall CI is the first agency I go to. Thanks to his network and personal expertise, I know Daryl will get me the best candidate."

Laurent Sauveur

Directeur de la Communication et de la Recherche de Fonds
Médecins Sans Frontières Suisse
www.msf.ch

“Daryl and his team have provided the ICI with timely, appropriate and practical advice as we reposition the organisation to actively fundraise. Daryl was quick to understand the unique nature of the ICI, has tailored his approach to meet our demands and has provided clear strategic advice that will allow us to move forward.”

Peter McAllister

Executive Director
International Cocoa Initiative
www.cocoainitiative.org

“Working with Daryl and Daryl Upsall Consulting International was a successful and enjoyable experience for me. In addition to the characteristic efficiency and effective communication what I valued much was the personal touch and advice from Daryl in the course the exercise.”

Ramesh Singh

Chief Executive
ActionAid International
www.actionaid.org

“WSPA has been building a new HQ team and have relied heavily upon the expertise of Daryl Upsall in finding exactly the right individuals to join us from across the international fundraising community. Because Daryl understands fundraising, and knows our sector and the people in it so well, he understands what the client really needs, and who will fit your particular working culture. I also entirely trust his integrity and his commitment to doing what is right for WSPA – his genuine passion for the work of our sector means he wants only the right people to join the right organisations.”

Amanda Seller

Head of Private Sector Fundraising
UNHCR
www.unhcr.org
Former International Director of Marketing and Communications
World Society for the Protection of Animals (WSPA)

“Over the last 25 years when at Aide et Action, UNICEF or UNHCR, I had several opportunities to work with Daryl Upsall Consulting: be it for recruiting the right people or research potential fundraising markets or when in need of a good telemarketing expert company, I always found with Daryl's team what I needed. And what matters most for us fundraisers, the results were just there!!! One more point, when Daryl Upsall Consulting knows they cannot do the job you want them to do, they simply tell you upfront!! A great sign of professionalism and the right approach to our NGO world!”

Pierre-Bernard Le Bas

Vice-President Fundraising
CBM-Christian Blind Mission
www.cbmi.org

Daryl and his team at DUCI have superbly synergised their expertise; experience and a can do approach in their work with us. We have found all this, combined with Daryl's personal touch, to be invaluable.

Matthew Reed,

Marketing Director,
Christian Aid
www.christian-aid.org.uk

"It has been a pleasure to work with Daryl Upsall: thanks to his global vision, experience and knowledge the Spanish Committee for UNHCR has been able to grow so quickly. The help and support he has brought us has been is invaluable".

Francesco Sciacca

Fundraising and marketing Director
UNHCR Spain
www.eacnur.org

"Daryl Upsall is something unique: a truly international consultant in fundraising and non-profit management. We have in UNICEF benefited a lot from his vast experience and insight."

Per Stenbeck

Former Deputy Director Private Sector Division
UNICEF www.unicef.org

"Working with Daryl Upsall means benefiting from the highest professional competence based on many years of sound experience regarding the challenges of international and national NGO's"

Dr Thilo Bode

Chief Executive
Foodwatch – Germany
www.foodwatch.de
Former Executive Director of Greenpeace International

"An intelligent and experienced consultant who knows the international fundraising world well."

Ruud Tombrock

Former Director of Communications and Fundraising
Red Cross Netherlands
www.rodekruis.nl

"HelpAge International has benefited greatly from the professional, engaged and supportive work of Daryl. Both the formal work has been done to a very high standard and the informal support has been very important."

Richard Blewitt

CEO
HelpAge international
www.helpage.org

"Whether implementing a fundraising campaign, providing strategic advice or assisting in recruitment, Daryl Upsall Consulting International has always delivered great results."

Sergio Furman

Vice President of Development
Conservation International
Former Marketing and Fundraising Director
International Paralympic Committee (IPC) and former UNICEF
www.paralympic.org

"Daryl brings experience, instinct, passion and current comprehensive knowledge to his non-profit consultancy. He takes on your cause as his own, never tiring, and in my experience brings enormous energy to all that he does. From staff recruitment to end to end fundraising consultancy Daryl delivers!"

Helen McEachern

International Director, Fundraising and Communications
ActionAid International
www.actionaid.org

"An intelligent, tenacious and highly experienced consultant who always puts together a great field and who crucially understands that really intuitive casting is all...."

Paul Hamann

Chair and Trustee
Reprieve, Human Rights Campaign
www.reprieve.org.uk

"There are few who have the depth of knowledge or breadth of experience and real achievement as that possessed by Daryl and Daryl Upsall Consulting International. If I want to know if anything is possible or practical anywhere in the world, then Daryl Upsall Consulting is my first port of call"

Laurie Gardner MInstF FIDM FRSA

Director of Fundraising
Quarriers
www.quarriers.org.uk

"I have found the level of preparation and communication which Daryl and Daryl Upsall Consulting International maintain throughout the recruitment process to be exemplary. They get to the core of what the client requires and the fact that they really understand our business is a huge benefit. "

Colin McCallum

Vice President, GCU Foundation and Director of Development,
Glasgow Caledonian University
www.gcal.ac.uk And
Vice President,
Grenzebach Glier + Associates
www.grenzebachglier.com

"I am very pleased with the results of our Director of Development search and am happy to refer you and your firm to others."

Rt. Hon. Kim Campbell (Former Prime Minister of Canada)

Former Secretary General
Club de Madrid
PROMOTING DEMOCRACY THAT DELIVERS
www.clubmadrid.org

"I had the opportunity to work with Daryl Upsall Consulting International on several occasion when recruiting top notch fundraisers for very specific jobs. They have always delivered 10/10, which made my job easier, and I'm grateful for their high level of professionalism".

Mario Fetz

Director External Relations
International Diabetes Federation
www.idf.org
Former Head of Private Donor Relations
United Nations World Food Programme
Former International Marketing & Fundraising Director WWF International

*“**The** address in fundraising recruitment. Competent advice on who is available and fits to the requirements. First hand information on what is going on in the sector.”*

Bernhard Drumel
Fundraising and Development Director
Greenpeace International
www.greenpeace.org

“Scottish Opera benefitted enormously in its search for a new Director of Development and Fundraising from the skills, resources and sheer global reach of Daryl Upsall and his team. The gene pool and calibre of the potential candidates was definitely expanded through working closely with Daryl. In addition we benefited from the sector expertise and an up-to-date awareness of the current market place and possible candidates. All good. Thank you.”

Alex Reedijk

General Director
Scottish Opera
www.scottishopera.org.uk

“We were highly impressed with the network Daryl was able to draw on. Working with DUCI and Global Charity Jobs was invaluable in our search for the perfect candidate.”

Jim Walker

Chief Operating Officer
The Climate Group
www.theclimategroup.org

“I have enjoyed Daryl's personal involvement when we worked with DUCI. It always gave me the confidence that my priorities were high on his agenda, an extremely important component in a relationship based on trust”

Marco De Ponte

International Director Europe, New Countries, Planning
Segretario Generale Italia
ActionAid International
www.actionaid.org

“The decision we took at Habitat for Humanity Latin America and the Caribbean Regional Office of hiring Daryl Upsall's service to conduct a market and feasibility study was the wisest decision we could had taken. The study results Daryl presented to us were honest, realistic and accurate. The study Daryl conducted showed what was feasible and what was not. It was a perfect guide to plan and start our initiative. On the personal side, Daryl is a friend one can count on, whenever one has a question for him. Every time I come to Madrid, he is available to meet.”

Dimas Madriz

Former Supervisor
Habitat for Humanity Foundation
Spain
www.habitat.org

"Daryl and his team took on a challenging project with a very tight timeframe. They were able to provide broad overviews and follow-up with very specific detailed options to inform our internal process. Daryl took the project very seriously and was sure to identify our exact needs to be sure his team fulfilled the scope of work. DUCI ensured a high quality outcome and even checked in afterward to be sure we had everything we needed. For all of these reasons, I highly recommend DUCI."

Christine Samuel

Associate Director, Alliance Partnerships
Save the Children USA
www.savechildren.org

"Over the years, Daryl has regularly provided us with inspiring and challenging presentations on fundraising. It is amazing how Daryl has often presented and analysed our own future key challenges. We are always impressed by Daryl's ability to share ideas in such passionate way, that you feel like you can always do something to change the reality."

Jean François Goulay

Manager, Training and Development Unit
International Federation of Red Cross and Red Crescent Societies
www.ifrc.org

"Since I took on the role of Fundraising Manager for The John Aspinall Foundation Daryl has always been on the end of a phone or email to support me as a mentor, his experience and those of the contacts he recommends have contributed to the development of a sound fundraising programme from which we can now start to build a diverse mix to hopefully safeguard the future of endangered animals."

Sarah Tite

Head of Fundraising
The John Aspinall Foundation (UK)
www.totallywild.net

"We were very pleased with Daryl and his team's support to us in the recruitment process. They demonstrated a keen capacity to listen and understand quickly the profile of the target candidates, to know where to find them at the international level, and to work in such an efficient and personal manner that we did not feel that we were working through an external consultant, but rather with a colleague within our own organisation."

Leonardo Lacerda

Environment Programme Director
Oak Philanthropy Limited
www.oakfnd.ch

"The support that DUCI offers goes far beyond the limits of a normal recruitment agency. Through great professionalism, expertise and experience they are able to provide not only the best services but the best advice to ensure the best candidate for the post".

Mayca Frieyro

Executive Director
InspirAction (Christian Aid, Spain)
www.inspiration.org

"We are an international foundation that operates on both sides of the Atlantic, and for the last five years we have trusted Daryl Upsall Consulting International for our recruitment, communications and fundraising needs. Besides delivering a high standard, quality service, Daryl and his associates take the time and dedication to develop an enduring professional relation with their clients."

Erica Knie

Founder & President
Fundación MarViva
www.marviva.net

Colleagues

'I've worked closely with Daryl Upsall for the best part of 20 years and he remains, in my experience, one of the most consistently imaginative, entrepreneurial and effective fundraisers of his (or any other) generation. The multi-talented international service company that he has created is a jewel of the fundraising profession worldwide.'

Ken Burnett

International fundraising guru and author
www.kenburnett.com

"Daryl Upsall simply knows more people in fundraising throughout the world than anyone I've ever met - and he's been that way for two decades now"

George Smith

Author and Fundraising and Marketing Guru (UK)
Former Chairman of the UK's Institute of Direct Marketing and
Honorary Fellow of the IDM and the Institute of Fundraising

"Daryl is one of the giants of the international fundraising world, with an astonishing depth of experience and an impressive scale to his successes. He is respected and admired by all those who know him, and I am proud to be one of them."

John Baguley PhD MBA MInstF

Director,
International Fundraising Consultancy (IFC)
www.ifc.tc

"Daryl Upsall has been a valued colleague for many years. I consider him one of the world's best fundraisers, no kidding! And as a presenter, Canadian audiences love him."

Steve Thomas

Chair and Creative Director
Stephen Thomas – Leading Canadian Fundraising Agency
www.stephentomas.ca
Former Chair of the Canadian Fundraising Congress and Co- Chair Resource Alliance

"Daryl was a vital member of the volunteer team working for the ANC, which I Chaired, when we were raising funds for the first democratic election for South Africa. He was a great addition full of ideas, great energy, enthusiasm and always having a keen eye on how we could achieve more influence and raise more money. He knows what is new and exciting but also what works!"

Lyndall Stein

Former Chief Executive
Concern Worldwide UK
www.concern.net

"It is not only a pleasure to work with Daryl and his team; it is also an opportunity to learn and to grow professionally. The aspect I would highlight the most about Daryl, is his personal commitment to the Third Sector; Daryl is an integral part of it, he knows how organizations work and he contributes not only with his vast experience as a fundraiser, but by providing a global and strategic vision. And this vision can only be acquired by a person that travels as much as Daryl!"

Marcos Concepción Raba

General Manager
Asociación Española de Fundraising (AEF)
www.aefundraising.org

"The sympathetic intelligence that Daryl Upsall brings to bear on fundraising-related issue makes his views and experience uniquely valuable - we all benefit from our contacts with him and his creativity".

Andrew Watt

Chief Programs Officer
Association of Fundraising Professionals
www.afpnet.org

"Daryl is always full of ideas and fantastic at joining up the dots in the international fundraising world. His presentations are a wonderful mixture of knowledge and entertainment which keeps people listening and wanting more. His connectedness and energy makes him a force for good in the fundraising community globally."

Joe Saxton

Founder and Driver of ideas at nfpSynergy and former Chair, Institute of Fundraising UK
nfpSynergy
www.nfpsynergy.net

"Daryl Upsall and his team have been invaluable and supportive partners in the expansion of our products and services from the UK into new international markets. Our success in these endeavours has been driven by his and the team's unrivalled experience, knowledge and passionate commitment"

Karl Holweger

CEO
Pell and Bales
www.pellandbales.co.uk

"I've known Daryl for just a year but he's already one of my best reference points internationally. When you work with him and his team you know you deal with people who know the third sector's values and needs. They can provide the solutions."

Filippo Addarii

Executive Director

Euclid Network

www.euclidnetwork.eu

"I have been working in fundraising for 30 years. I have trained thousands of fundraisers, on five continents, and know most of the leading fundraisers in the world. I can assure you that Daryl Upsall is one of the very few fundraising geniuses. He's truly devoted to good causes, and more importantly he actually knows how to raise a lot of money for them"

Harvey McKinnon

President

Harvey McKinnon Associates

www.harveymckinnon.com

"When it comes to understanding how personnel, technology, techniques, national markets and fundraising strategies are combined to create a winning global fundraising program no one does it better than Daryl Upsall and the folks at Daryl Upsall International Consulting."

Roger Craver

Fundraising guru, Founder, Craver, Mathews, Smith & Co.(USA)

and Delphi Fundraising and Membership Development (The Netherlands)

www.cravermathewssmith.com

"Daryl's grasp of the INGO field is outstanding - and he brings to his work a profound understanding of the processes and challenges they face. "

Bernard Ross

Director

The Management Centre (UK)

www.managementcentre.co.uk

"Daryl Upsall Consulting has the depth and breadth of experience to take today's organisations from where they are to where they want -- and need -- to be in today's and tomorrow's shifting environment. They have an encyclopedic (even wikipedic!) knowledge of the marketplace; of how donors are changing; and, how to harness these forces for deeper donor commitment. As one of the foremost international consulting agencies in the world, they are the proof that "globalisation" has its benefits."

Jennie Thompson

Fundraising Counsel

Washington DC, USA

"Daryl and his team have reached new heights as a global recruiting and placement firm. There simply aren't any others in the same league."

Geoff Peters,

President and CEO,

Creative Direct Response

CDR Fundraising Group,

United States

www.cdr-nfl.com

"In 2008 DDA engaged DUCI to assist in fundraising research, planning and implementation for a major international arts project based in Madrid. During two years we worked closely together and I cannot praise highly enough the professionalism, commitment and expertise of the company and their people."

David Dixon

Director,
David Dixon Associates
Leading Cultural Sector Fundraising Agency
www.ddassociates.co.uk

"Daryl is one of those rare fundraisers who can not only see the trends before they happen, but plan, and implement them successfully for clients. He predicts the future and then makes his clients money by realizing those predictions. Oracle of Delphi or fundraiser – both in my estimation"

Mike Johnston

President
Hewitt and Johnston Consultants (Canada)
www.hjcnewmedia.com

"Daryl Upsall revolutionized Greenpeace as International Marketing Director. Daryl Upsall Consulting International is revolutionizing many organizations with a mix of creative strategies and great marketing operations"

Marcelo Iñarra Iraegui

TC - Tribe Chief
www.marceloiniarra.com
Marketing Strategies Powered by Innovation

"Working with Daryl is an enormously rewarding and enjoyable experience. He has a tremendous knowledge of the international nonprofit sector and superb insight into fundraising best practices globally."

Andrew Mosawi

Vice President – International Business Development
Blackbaud Inc.
www.blackbaud.com

"Daryl and DUCI have a really thorough understanding of the not for profit sector, and strong knowledge and experience of fundraising strategy, practice and innovation in Europe and beyond. I've known Daryl for years... he's good at dealing with complex fundraising challenges - across organisations and national boundaries - and his input always comes with a fresh perspective and infectious enthusiasm!"

Jackie Fowler

Managing Director
Burnett Works
www.burnett-works.com

"I had the privilege and great pleasure of working with Daryl Upsall when he was the international marketing director for Greenpeace. During his time with Greenpeace, he transformed the organization's fundraising in the most amazing way, making it more analytical, more strategic and more successful. He's very smart but equally important; he's incredibly practical and focuses on activities that will get real results. I have no hesitation in recommending him to anyone who wants to grow their income and become more successful as an organization."

Rosemary Oliver

Resource Development Director
Amnesty International (Canada)
www.amnesty.ca

"Over the years Daryl's knowledge and experience has been invaluable to me and my clients and his willingness to share this freely makes him stand head and shoulders above others. His willingness to mentor and guide young and up and coming fundraisers is legendary and I know that I have been very grateful for his wise counsel over the last 10 years."

Gordon Michie

Director of Development
Relationship Marketing
www.relationshipmarketing.org.uk

"Decades ago, when we first met, he was one of a just few fundraisers who looked at the bigger picture: already then the world was his biotope. Today, with an even more impressive cv, Daryl Upsall is a real global fundraiser, truly unique in his experience, his seniority and his personality. If you want to make the world a better place - or if you want to write about it - you need guys like Daryl."

Jaap Zeekant

Editor in Chief Funds Magazine
The Netherlands
www.fundsonline.nl