



20 YEARS SUPPORTING THE NON-PROFIT COMMUNITY WORLDWIDE

Interested in working with Daryl Upsall International? International Fundraising Consultant – Leadership Giving

Location:	Flexible global location
Reports to:	Chief Executive Officer
Compensation:	Competitive (see below)
Timeline:	Open / Ongoing

Background to the role

The Consulting division of Daryl Upsall International is always open to hearing from senior experiences fundraisers, and consultants to be able to meet the ever-growing demand for its services from national and international non-profit organisations.

We are seeking individuals that are passionate about fundraising and have specialist skills and experience in national and international fundraising coupled with strategic planning and management experience.

Who are we looking for in a Leadership Giving Consultant?

We are seeking to recruit an entrepreneurial, self-starter with 15+ years of progressively responsible fundraising experience, including years in a senior or management position that carries significant budgetary and/or staff management responsibility. You will have knowledge and experience of fundraising in different markets around the world and the challenges and opportunities that exist in these markets.

Previous experience working as a fundraising consultant is an added value.

You will have specific **Leadership Giving (LG)** fundraising experience across either:

- **Leadership Giving** - Major donors/high net worth individuals, corporate partnerships, foundations, and trusts and potentially legacy/planned giving
- **Institutional Funding** - government funding, World Bank, Development Banks, European Union etc. and potentially innovative finance

In terms of **professional skills**, the ideal consultant will have:

- High level of research and analytical skills, with the capacity to find, review and process high volumes of data and inputs and draw observations and recommendations from this process.
- Proven track record in the development of strategies and/or budgeting/financial modelling.
- Display strong organisational skills and attention to detail, with the ability to work autonomously/remotely and as part of a team.
- Ability to apply excellent project management skills and the coordination a variety of stakeholders across different technical areas to meet tight deadlines and budgets. Focus on setting high standards for the quality of work to be delivered to clients.
- Highly fluent in written and spoken English. Able to confidently gather information, write clear, concise, and convincing observations and recommendations.
- The ability to facilitate meetings (in person and over digital platforms) such as “kick-off call; interim reports and to present and confidently present final reports and recommendations to a senior client audience (Board Chairs, Boards, Senior Management Teams in English.
- Computer literacy in all MS Office applications. Strong Excel and PowerPoint skills an important factor.
- The ability to work in other languages to a high level of competency would be very much welcomed.

What do we offer?

Every day is different in Daryl Upsall International. This role is highly flexible and offers consultants the opportunity to work remotely from anywhere across the globe. (Consultants based in Asia and Latin America encouraged to apply).

Consultants work on a project-by-project basis and as such hours are flexible depending on the project and how you prefer to manage your time, as long as agreed deadlines are met. You will work with a remote team for each project, with support for consultants across the different project stages to ensure consistently high-quality results.

Working as a consultant with Daryl Upsall International offers the opportunity to work with top fundraising non-profits in the world and also with large and small NPOs just entering private sector fundraising.

The geographic focus of work is varied and one day you will be working with established markets such as Germany and Japan and the next day can be emerging fundraising markets such as Mexico or Nigeria. As a result, we offer you the chance to continually learn about fundraising and non-profit growth trends across markets.

Most projects include client discussions, research through first-hand interviews, analysis and write up of conclusions and recommendations for fundraising strategy changes for programme optimization and growth. As such, strategic thinking and analysis, and succinct communication of outcomes – both written and verbal – is a core part of most work.

Consultants are also encouraged to look for new business in conjunction with Daryl Upsall International by building client relationships and other outreach.

Occasional travel is likely, and this role can take you to new countries to learn more about fundraising in a local context. This of course depends on client needs and priorities in a future post COVID-19 world.

Who we are?

Founded in 2001, [Daryl Upsall International](#) is one of the world's leading international fundraising consultancies, with two divisions working across non-profit recruitment and strategic consulting.

We have an unrivalled global track record of working with over 250 NPOs across more than 60 countries. This includes work with smaller national organisations and, more commonly, major international non-profit organisations (INPOs) and UN agencies, including many of the main International Fundraising Leadership Forum (IFLF) organisations such as Médecins sans Frontières (MSF), UNICEF, Save the Children, World Vision, Greenpeace, UNHCR and others.

Our [Consulting Division](#) offers a wide range of consulting services to the not-for-profit sector with expertise across both high-value partnerships and mass market fundraising across a wide geographical range. We support clients in improving and growing their fundraising programmes and understanding the potential for raising funds in new and current markets through either detailed or comparative market intelligence and strategic recommendations. We also review and help develop organisations' fundraising readiness and strategic plans and help build sustainable fundraising teams and structures through both project work and mentoring and training.

Our consulting projects continually reach across the Americas, Asia, Europe, and Africa. Some project examples include top line multimarket assessments of 10 – 30 fundraising markets, evaluation of existing fundraising programmes across channels to optimize performance, creation of fundraising strategies, deep dive evaluations of country specific fundraising markets, prospect research to determine fundraising strategy, and organisational readiness assessments.

Conditions

We are flexible in how we pay our consultants, and this can be a day rate or per project agreement. We are competitive with how we compensate our consultants, based on client budgets. Please let us know your current day rate for multi-day projects.

Consultants must have the legal right to work in the country they apply from or are tax domiciled and have the ability to issue invoices that meet the standards of national/international tax laws requirements. Contracts will be made on a per-project basis, even for consultants who we work with repeatedly.

Application information

Please send an email stating the skills and approach that you would bring to the post, your day rate and your CV/resume (no photos) in strict confidence by email only to Christina Pappas, Christina@darylupsall.com

Please ensure that this is sent as a Word document with the title and “your name CV” Please put “*Application - International Fundraising Consultant - LG*” in the email subject line. This is a rolling process and applications will be evaluated as received.

We are always open to hearing from strong candidates! As such, there is no formal deadline for this process.

Daryl Upsall International actively promotes equality, diversity, and inclusion. In recruiting candidates, we seek candidates with the proven skills required, irrespective of race, gender, religion or belief, age, disability, or sexual orientation.

Our company policy and practice on Equality, Diversity and Inclusion can be found [here](#).