

Community Wealth Ventures, Inc.
Senior Consultant
Job Description



The Organization

Community Wealth Ventures (CWV) is a leading management consulting firm that emboldens and equips leadership teams to innovate, grow and sustain organizations that build a better world. CWV offers strategy and implementation services to nonprofit organizations and philanthropic foundations. CWV partners with its clients to design and implement innovative approaches to growth and sustainability. CWV supports nonprofit sustainability through a variety of strategies, with core expertise in social enterprise and social franchising. CWV's collaborative approach to consulting focuses on equipping leadership teams with the skills needed to execute the strategy.

CWV is a wholly-owned, for-profit subsidiary of Share Our Strength, a leading anti-hunger and anti-poverty organization. Profits generated from CWV's consulting services support Share Our Strength's anti-hunger mission. CWV is based in Washington, DC but serves clients across the country.

Position Summary:

The Senior Consultant plays an integral role in leading client engagements to ensure project objectives are successfully achieved. The Senior Consultant provides overall direction to the project team and manages the client relationship. The Senior Consultant serves as a member of CWV's management team, helping guide firm strategies and priorities. The Senior Consultant also is responsible for identifying and securing new business opportunities and renewing existing clients.

Responsibilities:

- Providing customized, business-focused consulting and strategy development assistance to clients
- Coaching nonprofit executives as they lead their organizations through significant change initiatives
- Project managing client engagements, including managing diverse streams of work and small project teams
- Conducting research, analysis, and financial modeling and overseeing research for client engagements
- Developing and delivering presentations and deliverables for client engagements
- Managing client relationships
- Identifying and securing new business opportunities and renewing existing client engagements
- Sharing knowledge and lessons learned with other CWV staff and clients
- Leading initiatives to build firm infrastructure such as marketing, product development, operations, etc.

Qualifications:

- Minimum of 8 years professional experience
- Management consulting or nonprofit management experience required
- MBA, advanced management degree, or equivalent experience
- Skilled at developing and articulating logical solutions to business challenges
- Demonstrated understanding of and commitment to the nonprofit and philanthropic sectors
- Strong analytical skills
- Demonstrated experience with financial modeling
- Strong communication skills, including demonstrated excellence at public speaking and meeting facilitation.
- Ability to build strong, trusting relationships with nonprofit and foundation clients
- Experience managing others preferred
- Skilled at conducting primary and secondary research
- Collaborative and team-oriented working style
- Optimistic, energetic and passionate

Salary and Benefits:

Salary is commensurate with experience. Community Wealth Ventures offers a comprehensive benefits package, including life insurance, health and dental insurance, long-term disability, short-term disability, 401K, commuter benefits and flexible spending accounts. Additionally, Community Wealth Ventures generously offers three weeks paid vacation, eight sick days and four personal days per calendar year.

Location and Travel:

This position is based in Washington, DC and involves approximately 15-30% travel to client sites.

To Apply:

Please send your resume and a cover letter containing salary requirements and where you saw this job posting to: jobs@communitywealth.com.

Community Wealth Ventures is an equal employment opportunity employer and is committed to maintaining a non-discriminatory work environment. CWV does not discriminate against any employee or applicant for employment on the basis of race, color, religion, sex, national origin, age, disability, veteran status, marital status, sexual orientation, or any other characteristic protected by applicable law. CWV is committed to creating a dynamic work environment that values team work, collaboration, creativity, and diversity.