

Position Title: Nonprofit Fundraising Consultant

Reports To: Principal Consultant

Location: Hybrid – Memphis, TN preferred, with flexibility for remote work

Employment Type: Full-Time

About Mission360 Strategies

Mission360 Strategies partners with nonprofit organizations to accelerate growth, deepen impact, and cultivate leadership. We specialize in capital campaign counsel, fundraising strategy, board and staff development, and strategic planning. Our work is grounded in inclusion, collaboration, and measurable impact. Learn more at mission360strategies.org.

Position Overview

We are seeking a strategic, self-directed, and experienced Fundraising Consultant to join our growing firm. As a lead on select client engagements, the consultant will help nonprofit organizations design and execute fundraising strategies that strengthen sustainability and long-term impact—including individual, corporate, and foundation giving. This role offers a unique opportunity to strengthen the capacity of mission-driven organizations working to create lasting change in the communities they serve.

Key Responsibilities

- Serve as project lead or co-lead for consulting engagements with nonprofit clients, particularly in the areas of fundraising strategy, major gifts, and capital campaign planning
- Design and implement fundraising plans that encompass individual giving, corporate partnerships, and foundation support
- Conduct prospect research and donor analysis across all contributed revenue streams
- Craft compelling fundraising materials including cases for support, grant proposals, campaign briefs, and sponsorship packages
- Facilitate stakeholder interviews, strategy sessions, and donor meetings
- Manage client communication, project timelines, and deliverables to ensure successful engagement outcomes
- Provide strategic counsel on capital campaigns, annual funds, and institutional giving
- Guide board engagement and capacity-building for development success
- Contribute to thought leadership and resource development for Mission360 Strategies
- Support new business development efforts, including proposal contributions or participation in discovery calls

Qualifications

- At least 5–7 years of progressive experience in nonprofit development/fundraising, either within organizations or as a consultant; CFRE credential is a plus
- Demonstrated success in individual, corporate, and/or foundation fundraising, including prospecting, cultivation, and stewardship
- Experience with capital campaigns or major gift strategies preferred
- Exceptional writing, facilitation, and strategic thinking skills
- Strong client service orientation and interpersonal communication abilities
- Comfortable working independently and collaboratively in a fast-paced, entrepreneurial environment
- Creative problem-solver with the ability to think outside the box and develop innovative, customized solutions for clients
- Proficiency in Microsoft Office and commonly used productivity tools (e.g., Zoom, Canva, Google Workspace)
- Familiarity with donor management systems (e.g., Raiser's Edge, Salesforce, Bloomerang) is a plus
- Deep commitment to inclusive philanthropy, community-centered practices, and the nonprofit sector

Compensation and Benefits

- Salary Range: \$60,000–\$75,000 (commensurate with experience)
- Opportunity for performance-based bonuses
- Generous paid time off and holidays
- Health and wellness benefits
- Flexible hybrid work environment
- Professional development stipend
- Growth opportunities as the firm expands

Application Instructions

Please submit your resume, a cover letter detailing your relevant experience and interest in consulting with Mission360 Strategies, and two writing samples (preferably fundraising or strategy-focused) to info@mission360strategies.com.

Please note: Only applicants with professional fundraising experience—either within nonprofit organizations or in a consulting capacity—will be considered.