



Senior Consultant

Open Date: October 1, 2017

Closing date: October 30, 2017

Organization Description: Converge is a mission-driven, values-based consulting firm dedicated to building a robust social justice infrastructure across the U.S. South. Our purpose is to accelerate the creation of a radically just new world where communities of color thrive. We seek out staff members and partners who share our values and can contribute to our ability to fulfill our mission.

Job Summary: Converge is seeking a Senior Consultant to lead internal teams and deliver excellence for our partners in alignment with Converge's values and approach to the work. The ideal candidate is inspired by Converge's purpose and committed to our internal values of excellence and authenticity. The ideal candidate has a depth of experience in non-profit management and preferred experience in philanthropy and community change. This position will work closely with Converge's Principals and may manage one or more staff members.

Job Status: Full-time

Compensation: Up to \$85,000 annually

Responsibilities Include:

- Lead all phases of complex partner engagement, including assessment of client needs, strategy development, prospect research, engagement design, implementation, and execution of final deliverables
- Manage project teams, including Project Managers and Assistants and Converge Associate Consultants by providing project goals, scope and direction, delegation of roles/responsibilities and deliverables, monitoring performance and accountability, providing necessary support and training to team
- Monitor success of projects in terms of scope, project financials including monitoring the budget/invoicing, timeliness, and client satisfaction
- Design and facilitate meetings and retreats

- Ensure client/partner satisfaction and interactions per the Converge way (e.g client responsiveness) to promote long term client relationships and repeat business
- Represent Converge at client meetings, conferences and with media

Required Qualifications:

- Bachelor's degree
- At least ten years of professional experience in non-profit management and/or management consulting.
- Excellent interpersonal, written and oral communication skills to build relationships with clients/partners, cross-functional, internal and external teams
- Mastery of non-profit financial management
- Commitment to justice, equity, and self-care
- Well-organized and detail-oriented, with ability to multitask and work in a fast-paced environment – high detail orientation with ability to see big picture
- Strong critical thinking and creative problem solving
- Ability to anticipate problems and identify alternative solutions
- Strong project management skills from defining project scope, developing strategic approaches, designing plan, setting timeline and milestones, implementing plan, and tracking progress
- Ability to work within tight deadlines
- Self-motivated and self-managed, but also enjoys being part of a team
- Commitment to continuous learning and improvement
- Extensive knowledge of Microsoft Office and Google Drive suite

Preferred Qualifications:

- Master's degree
- Previous experience related to social justice, nonprofit, government and/or philanthropy organizations

Converge seeks to align its hiring and procurement practices with its values and purpose. We strongly encourage people of color to apply.

Special Instructions to Applicants:

Email cover letter, resume, and list of three professional references to "Hiring Committee" at jobs@convergeforchange.com