



OPEN POSITION:

CLIENT ADVISOR

at Aly Sterling Philanthropy

Apply by June 21, 2024



Position Summary

The Client Advisor, in partnership with the ASP leadership team, will ultimately be responsible for leading and co-managing multiple client engagements and delivering services that may include:

- ☑ Fundraising assessment and strategy
- ☑ Feasibility studies
- ☑ Capital campaign leadership
- ☑ Strategic planning
- ☑ Board assessment and development
- ☑ Workshops and trainings

The Client Advisor will lead ASP's signature workshops, The Fundraising Series,SM The Board SeriesSM and Board Member Accelerator.SM They will participate in business development efforts including prospect meetings and proposal creation and presentation. They will contribute to a positive team culture and environment of continuous improvement centered on education and mastery of the subject matter.

The Client Advisor will report to the Vice President and support the work of the entire team. It is expected they will spend the first six to twelve months of their employment learning the ASP service lines and client management process, as well as general firm practices and procedures.

About Aly Sterling Philanthropy

Aly Sterling Philanthropy is a partnership-driven consulting firm powering the philanthropic sector. We help nonprofits, individuals and families, foundations and corporations meet their philanthropic goals and make a bigger impact.

"Aly and her team are outstanding. We have appreciated their guidance and support throughout our engagement and are grateful for the opportunity to work with them."

Megan Cherry
Executive Director, Anchor House Shelter

Reports to:

Vice President

Location:

Work is primarily remote but the employee must be within a commutable distance to Toledo, Ohio, to attend in-person meetings when needed and with little notice.

Hours:

Full-time salaried position

Compensation:

Salary range \$65,000 – \$75,000; benefits include health insurance, generous vacation time, a retirement savings match, continuing education reimbursement and a charitable giving match.

How to apply:

Please send a resume and cover letter in one document by close of business on June 21, 2024 to:

Emily Croak
Vice President
Aly Sterling Philanthropy
emily@alysterling.com

Only applications submitted via email will be accepted.



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Position Requirements

The ideal candidate for this position is a dynamic, detail-oriented self-starter who learns quickly, can anticipate the next step in a strategy and works well as part of a team and with minimal supervision. A patient, approachable and diplomatic demeanor is key to managing multiple client projects at one time.

- Bachelor's degree required.
- 1-3 years demonstrated fund development, nonprofit leadership or similar experience a must.
- Excellent written, verbal and interpersonal skills.
- Outstanding time management skills and experience handling multiple projects at once.
- Experience (and/or a willingness to learn) presenting to small and large groups is required.
- Computer literate; knowledgeable of Microsoft Office products such as Outlook, Excel, Word and PowerPoint.
- Should be willing to work in-person and travel as needed; accessible for meetings before and after regular work hours as necessary.

How We Work

- ✓ **Our ASP team environment is one filled with purpose, energy and dedication** to each other and our clients. We're seekers of continuous improvement and fresh perspective who are grounded by proven techniques and experiences.
- ✓ **Plus, we all really like and respect each other** and try to keep life in perspective.
- ✓ **But we are selective.** Over the past 17 years, we've built a national reputation by assembling an amazing team of advisors and clients. We feel we know how important certain interpersonal skills are to making relationships work and outcomes happen.
- ✓ **We believe in and offer a "balanced" work environment.** While the demands and deliverables of the work are many, the flexibility to have a personal life is encouraged and supported.

Here's what some of our clients have to say:

"The joy of working together was mutual! I don't think I could have made it through the past couple of years without your support. The impact from our work with you and ASP is already evident at Hope's Harbor."

Wendy Hoering,
Executive Director, Hope's Harbor

"Your work on our feasibility study has been critical in how we are positioning the Foundation as we move forward in securing lead funding for our initiatives. We are grateful we chose your team, and for the opportunity to have worked with you on the project."

Adam Reny
President & CEO, First Tee of Lake Erie



Aly Sterling
PHILANTHROPY

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