



## Senior Strategic Services Consultant – Finance Focused

### Position Summary

Are you interested in championing the work of nonprofits in Propel Nonprofits' service area? Propel is seeking a Senior Strategic Services Consultant with a strong financial focus to join its team. The ideal candidate will be a mission-driven professional with interest in community development, advancing equity in the nonprofit sector and a commitment to the [mission, vision and values of Propel Nonprofits](#).

The Senior Strategic Services Consultant assesses client needs, recommends a capacity-building approach, and delivers consulting services. The Senior Strategic Services Consultant is involved in all steps of the consultative process from establishing relationships to working with clients to evaluation of impact. **This role will focus on providing consulting services in the following areas of focus: financial planning, scenario planning, business planning, capacity planning, and financially informed strategic planning.** We are especially interested in candidates with experience and expertise in scenario planning, multi-year forecasting, and helping organizations think differently about their financial business models.

The ideal candidate for the role of Strategic Services Consultant should be a well-rounded nonprofit professional with knowledge and experience of nonprofit financial management, governance structures, strategic thinking and planning, and organizational and leadership development.

We are looking for someone who can build relationships and work effectively in collaboration with diverse groups of people. This person must have a commitment to infusing a diversity, equity, and inclusion lens in work process and product.

**Reports to:** Strategic Services Director

**Classification:** Full-time, Exempt

### **Essential Job Functions**

*The following list is not designed to comprise a comprehensive list of activities, duties or responsibilities that may be required for this job.*

- Develop relationships with prospective clients, with a particular focus on clients needing finance-related consulting.

- With the program director, help shape the program's approach to finance consulting.
- Share Propel's financial consulting approach with internal and external audiences through peer learnings, thought leadership pieces, and trainings.
- Assess client needs using a combination of dialogue, active listening, and data analysis.
- Recommend an approach to meet client needs that may include other team members and/or external partners.
- Create proposals to meet client needs that will become a client agreement, outlining goals, process, deliverables, timelines, and any fees for consultation.
- Deliver consulting services, training, and/or engage and lead team to meet client and project needs.
- Actively engage in project management and deliver consulting services, training, technical assistance, and/or engage and lead team to meet client and project needs.
- Ensure accuracy in client billings.
- Participate in gathering information on client satisfaction as well as evaluation of impact.
- Stay abreast of trends impacting our work and make recommendations for new or updated products, services, or training.
- Build collaborative relationships within the Strategic Services team, the organization, and the community.
- Participate in setting and meeting individual, team, and organizational goals.
- Gather and enter data for program outputs, impact, and information management.
- Lead consulting projects in one to two other service areas such as strategic planning, board governance, and/or organizational development.

**Required Skills, Abilities and Attributes for the Senior Strategic Services Consultant role include:**

- Previous experience developing budgets, multi-year forecasts, and/or financial scenarios with a combination of financial acumen and strong strategic thinking skills
- Willingness and ability to learn and adapt approach to best meet client needs
- Excellent communication skills
- Successful facilitator and mediator who can help build consensus
- Creative self-starter with a proven track record developing and delivering cost effective and sustainable solutions for clients
- Effective project manager that can keep groups focused on common goals and delivering timeline

- Proficient with Microsoft Office Suite.
- Able to travel independently around the Twin Cities and the state of Minnesota.
- 7+ years of experience in a nonprofit leadership role
- Bachelor's degree

### **Preferred Skills, Abilities and Attributes for the Senior Strategic Services Consultant role includes:**

- At least 3+ years of previous experience as a consultant
- Master's degree
- A depth of experience in 1-3 nonprofit service areas, such as workforce development, community development, or human services
- Experience working with or serving on a nonprofit board of directors

### **We offer excellent compensation and benefits, including:**

- Annual salary range of \$72,000- \$83,000 per year depending on experience, with opportunities for advancement
- 32 PTO days per calendar year (prorated your first year)
- 12 personal holidays per calendar year (prorated your first year)
- Flexible work schedule in a hybrid work environment
- Health insurance
- Dental insurance
- Health savings account
- Health and dependent care flexible spending accounts
- Basic and supplemental term life insurance
- Long-term disability insurance
- Short-term disability insurance
- Other voluntary insurance benefits
- 403(b) retirement plan with employer contribution

### **Accommodations**

We recognize that qualified applicants will include a range of people who will each require different support to be successful. Propel operates in a remote/office hybrid environment and we are committed to making sure that each staff member has the technology and programs they need to be successful. If you have a cognitive or physical disability that requires accommodation or specific support, we will provide what is reasonable within the organization's capacity.

### **To Apply**

If this role sounds like your ideal position, we would love to hear from you! Interested candidates should send a cover letter and resume by **Friday, August 8, 2025**, to [hiring@propelnonprofits.org](mailto:hiring@propelnonprofits.org).

## **Questions?**

Interested candidates are invited to schedule a call to discuss any questions about the position, qualifications, or organization. (A pre-application call is not required to apply.) Use this link to [book a Pre-Application Call with Propel's HR Manager](#) or email Gao Lee at [hiring@propelnonprofits.org](mailto:hiring@propelnonprofits.org) to schedule a call before this posting closes.

## **About Propel Nonprofits**

Propel Nonprofits is a nonprofit federally certified Community Development Financial Institution (CDFI). As an intermediary organization, we offer capacity-building support to nonprofits with capital through our lending services, and cultivate their ability to link strategy, governance, and finance through our training and strategic consulting services.

*Propel Nonprofits is an equal opportunity employer.*