

La Piana Consulting

Senior Consultant — Job Description

About La Piana Consulting

Founded in 1998, La Piana Consulting is an independent management consulting firm serving the social sector. We work to improve nonprofit leadership and management so that these essential organizations can have the greatest positive impact on society. We currently have an exciting opportunity for a seasoned professional to join our growing team. Outstanding performers will experience rewarding growth opportunities with the firm.

The people at La Piana Consulting believe in the power of the social sector to transform lives and change the world — and the sector is under increasing pressure to innovate, scale solutions, and demonstrate impact. Working in this challenging environment, we blend a keen understanding of the social sector with rigorous analysis to help nonprofits create successful business models and turn strategy into effective action. We also help organizations collaborate to accelerate their impact, with proven methodologies that deliver results. Widely recognized as thought leaders, we bring a deep curiosity to all our work, helping our clients to stay ahead of trends and see around corners in response to the rapid pace of change.

Role of the Senior Consultant

The Senior Consultant provides direct consultation to clients in a variety of nonprofit fields (philanthropy, human services, health care, education, arts, law, environment, human rights, etc.) This individual works from home, while traveling extensively to meet with clients and attend professional events, and reports to one of the firm's Partners, who provides ongoing oversight and professional development.

This position requires an appetite for travel and the energy for a demanding schedule. To balance this fact of consulting life, our team — all full-time employees — work from their own home offices around the country,¹ staying connected through a virtual network and operating infrastructure based out of our San Francisco Bay Area headquarters. We value a culture of personal connection and host regular staff webinars, in-person staff meetings, and staff retreats.

Responsibilities of the Senior Consultant include, but may not be limited to, the following:

- Provide direct consultation to clients in a variety of fields (philanthropy, human services, health care, education, arts, law, environment, civil/human rights, etc.) to build their organizational capacity and increase their impact through strategy, organizational development, business planning, and strategic restructuring (collaboration and partnerships)

¹ The home location for this position is flexible, but proximity to a major airport and/or major metropolitan area is preferable.

- Write compelling project proposals, develop project budgets, and negotiate contracts with potential clients
- Create and deliver presentations / workshops / trainings (in person and via webinar)
- Contribute to the firm's intellectual property and communications materials, enhancing our reputation for innovation
- Develop and maintain a wide network of relationships in the sector
- Keep pace with developments in the organizational effectiveness/development field
- Participate in the firm's internal projects and ad hoc teams

Required Qualifications

- Master's Degree including academic training in business, nonprofit, or public administration
- Minimum of ten (10) years of social sector work experience in a combination of roles including senior management and consulting with a focus on strategy, business planning, and/or nonprofit mergers
- Deep understanding of the functioning and dynamics of philanthropy and nonprofits
- Familiarity with financial management practices and challenges in a nonprofit context
- Interest in learning the firm's methodologies, tools, and processes and an ability to consistently apply these in client work
- Ability to work successfully both independently and on project teams
- Ability to manage complex projects and, eventually, to lead project teams
- Skill as a workshop and session developer, presenter, and public speaker
- Strong group facilitation skills
- Ability to clearly and persuasively express ideas in writing
- Excellent business development and client relationship management skills
- Strong interpersonal and communication skills

To Apply

To be considered for the Senior Consultant position, please send your resume and cover letter to careers@lapiana.org. No phone call inquiries will be accepted.