



Senior Analyst, Strategy Division

Status: Full-time

Location: Remote

Education: 4-year degree

About the Company: AKwire's mission is to support the nonprofit community by turning data into impact through strategic management services. AKwire connects the data and key stakeholders to create a shared understanding of donor performance and potential. We work with teams to develop long-term revenue forecasts with strategic investment plans, donor improvement targets, and pipeline migration that moves donors up to higher giving levels. Whether it is growing and evolving fundraising programs to adapt to the challenges of today and tomorrow, or helping organizations navigate new relationships and identify the talent and partners to build teams to achieve their goals, AKwire is here to guide.

About the Position: We are seeking a senior analyst to develop and create actionable insights for a portfolio of nonprofit accounts. The position requires a mix of client relationship management, analysis, strategy, research, as well as specific technical skills outlined below. The position will be part of AKwire's senior team of analysts and strategists.

Some Key Responsibilities include:

- Working with SQL, data warehouses, and other similar tools.
- Strong attention to detail and quality control.
- Taking responsibility to ensure deadlines are met.
- Supporting budget development as needed for clients.
- Fostering strong relationships and trust with nonprofits and agencies.
- Planning and participating in client meetings.
- Collaborating with executive leadership and other colleagues to ideate service offerings and strategies for clients.

Desired Qualifications and Skills: Excel wizardry and expertise; Direct response marketing experience; Strong understanding of direct response fundraising metrics; Experience leading strategic conversations and problem-solving; Eagerness to learn; Collaborative, proactive attitude and curious nature; Ability to multi-task; Comfort and perhaps even enjoyment in flexing your Excel and presentation skills; Professional communication skills; Detail oriented; Data friendly; Down to earth.

All inquiries will be treated confidentially.

Send resume and interest to kate@akwiregroup.com