Nonprofit, NGOs, Microfinance, CSR Industry Resource Guide

Background: Nonprofit organizations are created for a multitude of causes, are all sizes, and do not distribute their surplus funds to owners or shareholders. Non-governmental organizations (NGOs) are typically organizations that are not part of the government and are not conventional for-profit businesses. Microfinance organizations provide financial services to low-income consumers who traditionally lack access to banking and related services. Corporate social responsibility (CSR) is not a sector, but is a commonly used buzzword when organizations act toward and encourage a positive impact on their constituents, public, and/or the environment.

Entry: Nonprofit, non-governmental organizations, and microfinance organizations all have a common entry way to their organizations: the candidate MUST exude passion for their mission. Trends over the past few years have shown that more people are “giving back” and “doing well,” which has made these fields more competitive. Although each sector is different, they share many of the same resources for education and employment opportunities and require similar work experience. If you have not spent time in these types of organizations, find an organization at which to volunteer while in school so it can see you are serious about this work. Many opportunities in these sectors exist outside of the United States, often in developing nations.

Trends: Currently the nonprofit sector employs about 10 percent of the private workforce in the U.S. Hiring in this sector has increased each of the past three years and that trend is projected to continue, at least in the short term. Many organizations in the nonprofit sector are experiencing the loss of senior managers as the older generation of workers retires. In addition, many organizations are using mobile technologies to augment traditional fundraising and marketing strategies. It will be important for graduates to gain a deep understanding of mobile marketing and social media strategies to make themselves more attractive to organizations in this sector.

Job and Internship Search
Devex: www.devex.com
Net Impact Careers: www.netimpact.org/careers
Idealist: www.idealist.org
NonprofitJobs: www.nonprofitjobs.org
Commongood Careers: www.commongoodcareers.com
The Bridgespan Group: www.bridgespan.org
MBA Exchange: www.mba-exchange.com
Carey Compass: https://c16-shib.symplicity.com/sso
Also: Individual organization websites

Industry Overviews, Tools, Research
Resources and News
The Vault Guide to International Development*
The Vault Guide to Fundraising & Philanthropy*
The Seep Network: www.seepnetwork.org
Society for International Development: www.sidint.net
The Blue Sweater by Jacqueline Novogratz (Rodale Press, Feb. 16, 2010)
Next Billion: www.nextbillion.net
Beyond Profit Magazine: www.beyondprofit.com
Directory of Development Organizations: www.devdir.org
Also: Individual organization websites

*Vault Guides can be purchased at various online retailers OR downloaded for free via Carey Compass. Once logged onto Carey Compass, click “VAULT guides –Career Insider” under “My Quicklinks.” You must create an account on the vault.com site using your JHU email address.

This Resource Guide is intended to provide an introduction to the industry and relay a sampling of the resources available to candidates. It is by no means comprehensive, nor intended to replace individual research based on specific job targets and/or career advising recommendations.
Leading Firms

**Nonprofits**
- Bill and Melinda Gates Foundation: [www.gatesfoundation.org](http://www.gatesfoundation.org)
- United Way: [www.unitedway.org](http://www.unitedway.org)
- The American Cancer Society: [www.cancer.org](http://www.cancer.org)

**Microfinance**
- Accion USA: [www.accionusa.org](http://www.accionusa.org)
- Kiva: [www.kiva.org](http://www.kiva.org)
- International Finance Corporation: [www.ifc.org](http://www.ifc.org)

**NGOs**
- Clark UNICEF: [www.unicef.org](http://www.unicef.org)
- Amnesty International: [www.amnesty.org](http://www.amnesty.org)
- Acumen Fund: [www.acumen.org](http://www.acumen.org)

**Regional**
- The Salvation Army: [www.salvationarmyusa.org](http://www.salvationarmyusa.org)
- Catholic Charities USA: [www.catholiccharitiesusa.org](http://www.catholiccharitiesusa.org)
- American Red Cross: [www.redcross.org](http://www.redcross.org)

Professional Associations

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<thead>
<tr>
<th>Name</th>
<th>Function</th>
<th>Membership and Benefits</th>
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<tbody>
<tr>
<td>Net Impact</td>
<td>Empowers a new generation to use their careers to drive transformational change in the workplace and the world</td>
<td>Free</td>
</tr>
<tr>
<td><a href="https://ynpn.org">https://ynpn.org</a></td>
<td>Activates emerging leaders to advance a diverse and powerful social sector</td>
<td>Free</td>
</tr>
<tr>
<td>Association of Fundraising Professionals (AFP)</td>
<td>Works to advance philanthropy through advocacy, research, education, and certification programs</td>
<td>Collegiate - $35 plus chapter dues</td>
</tr>
<tr>
<td>Society of International Development (SID)</td>
<td>Provides a global forum of individuals and institutions concerned with sustainable economic, social, and political development</td>
<td>Full-time Student - $35</td>
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Networking

LinkedIn Nonprofits: [www.linkedin.com/skills/skill/Nonprofits](http://www.linkedin.com/skills/skill/Nonprofits)
LinkedIn Microfinance: [www.linkedin.com/skills/skill/Microfinance](http://www.linkedin.com/skills/skill/Microfinance)
LinkedIn NGOs: [www.linkedin.com/skills/skill/NGOs](http://www.linkedin.com/skills/skill/NGOs)
LinkedIn CSR: [www.linkedin.com/skills/skill/Corporate_Social_Responsibility](http://www.linkedin.com/skills/skill/Corporate_Social_Responsibility)
Net Impact – Carey Business School Chapter: [www.careystudents.com/net_impact/about](http://www.careystudents.com/net_impact/about)

Events and Conferences

Net Impact Conference: [www.netimpact.org/netimpactconference](http://www.netimpact.org/netimpactconference)
Nonprofit Technology Conference: [www.nten.org/ntc](http://www.nten.org/ntc)
Bridge Conference: [www.bridgeconf.org](http://www.bridgeconf.org)
Inside NGO Annual Conference: [www.insidengo.org/AC13/index.htm](http://www.insidengo.org/AC13/index.htm)
Conference of Volunteering and Service: [www.volunteeringandservice.org](http://www.volunteeringandservice.org)

Questions about careers in nonprofits, NGOs, microfinance, or CSR?
Contact Roger Williams at r.williams@jhu.edu