



GLADIATOR

consulting

## Meet Rachel

**Rachel D'Souza is the founder of Gladiator Consulting in St. Louis, MO, a boutique firm co-creating with nonprofits across the country.**

As a proud member of the Community-Centric Fundraising Global Council, Rachel works to guide and resource a global initiative to reimagine the nonprofit sector through a lens of radical collaboration, racial equity, social justice, and decolonization. In 2024, Rachel became the first person of color to serve as Board President of the Association of Fundraising Professionals Greater St. Louis in its 40+ year history.



In addition to the Community-Centric Fundraising Resource Hub, her thought leadership has appeared in Blackbaud Institute's npExperts publication *The Great Reset*, NeonOne's report, *Donors: Understanding The Future of Individual Giving*, and on the Season 4 premiere of the *Ethical Rainmaker* podcast. She builds understanding and practice of the potential for transformation in our sector through webinars and panel conversations in partnership with sector leaders such as the Independent Sector, Stanford Social Innovation Review, and the Collective Impact Forum.

Rachel is the proud mama to her two children, Cameron and Emelia. Rachel enjoys spending time with her kids, Peloton workouts, and Instagram. Currently, she is pursuing her second Master's Degree at the Washington University School of Law and, upon completing her studies in 2024, hopes to build more transformative connections between the nonprofit and public sectors.

## Gladiator's Core Values

At Gladiator, We believe that the power of community-led initiatives will disrupt and dismantle systems to achieve equity. Gladiator Consulting combines Rachel's experience in resource development and organizational culture with her personal commitment to centering community, seeking justice, and creating belonging.

Social Justice  
& Racial Equity

Community

Belonging

Growth

Audacity

Imagination



# Topics

With Rachel as a speaker at your next engagement, you can partner with her to craft the perfect message for your audience. Suggested topics include, and are certainly not limited to, the following:

Racial Equity Lens  
in Nonprofit Work

Community-  
Centric Fundraising

Fundraising

Advocacy

Change and  
Resilience

Entrepreneurship

Allyship

Health and  
Wellness

Previous workshops include:

*Get in Where you Fit in: Where to Start/Stop/Continue your JEDI Journey*

*Finding your Place in the Nonprofit (r)Evolution*

*Using Community-Centric Fundraising to Advance Your Mission*

*Bringing CCF to Donor Communications*

*Salary Equity: Reimagining work and compensation*

*Time for Change: Reimagining Funder + Nonprofit Relationships*

*Creating with Culture: Community Voice in Marketing*

*Reclaiming Democracy in Philanthropy*

*Who Gives? Applying a Racial Equity Lens to the Donor Lifecycle*



WAYNE STATE  
UNIVERSITY



Stanford SOCIAL  
INNOVATION<sup>Review</sup>



Contact Us:

✉ [coco@gladiatorrds.com](mailto:coco@gladiatorrds.com)

🌐 [www.gladiatorrds.com](http://www.gladiatorrds.com)