

POSITION PROFILE

POSITION – Chief Development Officer Conservancy for Cuyahoga Valley National Park

OPPORTUNITY

This is a noteworthy opportunity for an experienced professional to enliven the productive development program of one of the most highly-regarded and successful National Park support organizations in the country. The organization has recently completed a successful campaign to build the Boston Mill Visitor Center, which is the front door to the park and its renovation will elevate and transform the visitor experience. Additionally, the organization is poised to implement exciting development program assessment recommendations and now requires a professional who will honor the success of the past and lead the program to the next level of efficacy, systemization and professionalism expected from an organization of national stature and influence. This is a highly visible position that requires a seasoned, principled development professional who can help shape and guide all key areas of managing a fast-paced and successful development program.

THE ORGANIZATION

Headquartered in Peninsula, Ohio, about halfway between Cleveland and Akron, the Conservancy is the friends group for Cuyahoga Valley National Park. The organization enriches lives and communities by inspiring use, appreciation and support of the National Park. The Conservancy is a trend-setter in its nature and diversity, equity and inclusion programs, and it serves as a model for other organizations.

POSITION

This is a full-time position that reports to the Conservancy's CEO. A member of the Conservancy's senior staff, this position serves as the chief fundraising staff member and oversees a team of development professionals. The successful candidate will work in consort with the CEO, Board of Directors, Development Committee, and other key volunteers to provide expertise and leadership of a comprehensive development program. The new CDO will develop and monitor the annual fundraising plan across the donor lifecycle, plan and oversee all fundraising activities from all philanthropic, event, and grant revenue sources, develop and implement strategies to meet the Conservancy's annual, endowment and special project funding needs. This position is key in developing critical philanthropic relationships on the Conservancy's behalf, and as such it is expected that the successful candidate will oversee effective departmental operations, robust stewardship programs, and all fund development activities, as well as develop close professional relationships with individual donors, foundations, government agencies, and corporations both regionally and nationally that will result in successful fund development for the Conservancy.

CANDIDATE

- Entrepreneurial spirit and the ability to build philanthropic and community support consistent with the Conservancy's stature and mission
- Knowledge of and experience in implementing best practices in philanthropy as well as knowledge of current and emerging approaches that will broaden the Conservancy's reach with donors and members to grow our base of support
- Passion for the mission of the Conservancy to enrich lives by inspiring the use, appreciation and support of the Park
- Experience with Raiser's Edge
- A member of the senior staff team, a commitment to be a team-player and effective partner across organizational departments, particularly marketing and education, as well as ability to collaborate effectively with the National Park Service
- A good energy level; with the motivation to succeed and the energy to do it
- A proven self-manager; independent and holds self to high performance standards
- Intelligent, insightful, a quick study; brings good judgment and expertise to build on
- Responsible, confident, and creative with a positive attitude and good analytical skills
- Outstanding written and oral communication skills, strong organizational skills, impeccable attention to detail, and technological savvy

- Strong social and interpersonal skills, unquestioning integrity and discretion, a commitment to fostering a diverse and welcoming workplace, and a good sense of humor

A bachelor's degree is required for this position, as is at least five years of progressive and successful development experience, including three or more years of supervisory experience.

COMPENSATION

This full-time, exempt position offers a competitive salary, excellent benefits including medical and dental coverage, a fully vested 403(b) retirement plan, and generous leave time.

CONTACT

For confidential consideration email your cover letter and resume to CDOforcvp@skystonepartners.com. Priority will be given to résumés received before 15 May 2019, although résumés will be accepted until the position is filled.

The Conservancy is committed to equal opportunity and diversity. It is committed to building a leadership team that represents a variety of backgrounds, perspectives, and skills.