



**SEARCH FOR THE  
DIRECTOR OF DEVELOPMENT AND COMMUNICATIONS  
Community Sailing New Orleans  
New Orleans, Louisiana**

**THE SEARCH**

**Community Sailing New Orleans (CSNO) seeks a tactical, motivated and seasoned professional to serve as the organization’s Director of Development and Communications.**

The Director of Development and Communications will be joining the team at a special moment of opportunity at CSNO, as the organization welcomes its new Executive Director and moves toward completing construction of its new headquarters and classroom facility on the Lakefront in New Orleans. Positioned as a key leadership position within the organization, the Director of Development and Communications will, in coordination with the Executive Director, steward CSNO’s current base of institutional and individual donors; identify and sustain new sources of revenue for the organization; and build a strong and compelling organizational profile and public presence for the program. The ideal candidate will bring a deep knowledge of fundraising best practices and a desire to work collaboratively and creatively in a mission-focused organization that promotes sailing as an educational, recreational, and career development opportunity in an inclusive and welcoming environment.

**COMMUNITY SAILING NEW ORLEANS**

Community Sailing New Orleans is part of a growing network of community sailing centers across the country. As one of only 42 nationally-accredited sailing centers, CSNO was founded in 2010 with a mission to positively impact lives by providing accessible educational, recreational, and career development opportunities on Lake Pontchartrain for all in the Greater New Orleans region regardless of age, background, and abilities. A core element of CSNO’s mission is serving low- and moderate-income and minority communities in metro New Orleans by providing access to a community asset that has been historically inaccessible to those large segments of the population. Today, CSNO operates with a \$1M operating budget, with 50% coming from philanthropic support. It occupies a half-acre site at the municipal harbor where its new \$4.5M headquarters is being constructed, and it operates with a fleet of 60 boats. With the new headquarters building, the organization will be able to serve 2,300 people annually through youth, adult, adaptive, veteran, and community-based programs and in partnership with more than 25 community organizations.

More information about CSNO can be found at [www.nolacommunitysailing.org](http://www.nolacommunitysailing.org).

## **THE ROLE**

The Director of Development and Communications will have primary responsibility for overseeing the development and implementation of CSNO's annual fundraising and marketing and communications strategies, with a goal of increasing revenue and heightening organizational awareness. Reporting to the Executive Director, the Director of Development and Communications will have the following key responsibilities:

- Generate and execute annual development and communications plans that align with CSNO's overall plans.
- Identify opportunities that will diversify and expand financial support from individuals, foundations, corporations, and government sources.
- Cultivate and steward key donor relationships and support all individual major gift cultivation and solicitation activities for the organization.
- Oversee the grants management pipeline and calendar, including prospect research, proposal writing, and managing reporting requirements.
- Plan, organize, implement, and support various special campaigns and events.
- Maintain internal development files and accurate donor and prospect records in the donor database (Bloomerang); provide regular progress reports to the Executive Director.
- Oversee the creation of fundraising and communications collateral, including mailers, email appeals, annual reports, brochures, and newsletters.
- Oversee social media, online engagement tools, and website content.
- Manage media and public relations contacts, as needed.
- Under the direction of the Executive Director, schedule and staff meetings of the Board Development and Communications Committee.
- Support CSNO's Executive Director and members of the Board, as appropriate, in cultivation and solicitation activities, as well as marketing and communications on behalf of the organization.

## **THE CANDIDATE**

The most competitive contenders for the role will embody a solid combination of the following traits and experiences:

- 5+ years of progressively responsible fundraising experience in a nonprofit or similar environment.
- A proven track record of success in fundraising, including annual giving, major gifts, and corporate and foundation support.
- Familiarity with the New Orleans nonprofit, corporate, and philanthropic sectors.
- Experience working with donor management systems; familiarity with Bloomerang is ideal.

- Experience developing and implementing comprehensive communications plans and growing organizational brand awareness
- Experience working with social media, online engagement tools, websites, and other online platforms.
- Impeccable written and verbal communication and excellent organizational skills.
- The maturity to interface with high-level board members, prospects, donors, and other key stakeholders.
- Ability to operate as a self-starter; ability to be self-sufficient and resilient in working with a diverse group of internal and external stakeholders.
- A personal and demonstrated commitment to inclusion and an understanding and passion for the mission and values of Community Sailing New Orleans

## **COMPENSATION AND BENEFITS**

The targeted salary for this position starts at \$85,000, commensurate with experience. CSNO offers a benefits package that includes employer-provided health insurance, access to a retirement contribution plan, and paid time off.

## **TO APPLY**

To apply, please email a resume, letter of interest, and three professional references, in confidence, to:

[admin@thejonesgroupnola.com](mailto:admin@thejonesgroupnola.com)

Candidate nominations are also welcomed. No calls, please.

*Community Sailing New Orleans is an equal opportunity employer. Qualified candidates are urged to apply and will receive consideration without regard to race, color, ethnicity, sex, age, national origin, religion, sexual orientation, gender identity, status as a veteran, and basis of disability.*