



Lake Winnepesaukee Association Director of Development

Keep Winni Blue

Position Summary

The Lake Winnepesaukee Association (LWA) is looking for an experienced, creative, and energetic Development Director to lead fundraising programs to support the critical work of the association in protecting the natural resources and water quality of Lake Winnepesaukee and its watershed.

As the only nonprofit focused on protecting and improving the water quality of Lake Winnepesaukee, the LWA leads the effort to address the threats and contaminants that stress the lake's natural ecosystem and degrade its water quality. Our strategies focus on conducting watershed and water quality analyses that identify sources of pollutants to the lake, informing and engaging the public and stakeholders on these threats and pollutants, and developing action plans that include specific remediation steps, expected efficacy, estimated costs and timelines.

We are seeking a Development Director to develop, manage, implement and oversee strategies for the identification, cultivation, solicitation, and stewardship of current and prospective donors to the Lake Winnepesaukee Association.

Reports to: Executive Director.

Key Responsibilities

- Build and execute a diversified development program that emphasizes hands-on solicitation efforts, major gifts, grants, and ongoing fundraising campaigns.
- Strengthen and expand existing donor relationships and build new public and private donor relationships.
- Strengthen and expand our grant writing process and relationships.
- Promote the LWA to create a broad membership base.
- Track and report progress using specific metrics

Requirements—the ideal candidate will have:

- An engaging presence and consultative approach that generates enthusiasm and confidence
- A track record in securing annual funds of \$200,000 and over.
- Experience in development, sales or public relations/communications preferably in the nonprofit sector.
- Successful grant writing experience.
- Demonstrated strong influencing, interpersonal, written and electronic communication skills.
- Experience and comfort with relevant software tools for relationship management, social media, and graphics
- A strong desire to work closely with volunteer Board to grow association's awareness, educate constituents and further the cause.
- Ability to manage a wide variety of fundraising activities with only minimal supervision and support normally present in a start-up environment.

How to apply: Interested applicants should submit a cover letter, resume, and writing sample to: ptarpey@winnepesaukee.org.