



Keep Winni Blue

LAKE WINNIPESAUKEE ASSOCIATION

DIRECTOR OF OUTREACH AND DEVELOPMENT

The Lake Winnepesaukee Association (LWA) is seeking a highly motivated career minded individual to join our growing Winni Blue team as its Director of Outreach and Development. As the leading nonprofit dedicated to protecting and improving the water quality of Lake Winnepesaukee, New Hampshire, the LWA spearheads the effort to counteract the threats and contaminants that stress the lake's natural ecosystem, degrade its water quality and lower the economic value of the region.

The Director of Outreach and Development leads, oversees and manages the organization's fundraising efforts and works closely with the Lake Winnepesaukee Association's President and Board of Directors to raise the organization's profile and build a stronger base of support. This position is integral to LWA expanding its programs and activities to meet current and future challenges to Lake Winnepesaukee's water quality. The Director will be a leading advocate for the lake, using education and marketing to increase understanding and support for our environmental efforts, building new relationships and long-term partnerships with leadership donors, and increasing our membership base. The position is based in Gilford, NH, but day to day activities may require travel throughout the Winnepesaukee watershed.

Responsibilities:

Reporting to the President, the Director of Outreach and Development is responsible for the following:

- Build and execute a diversified development program that aligns with the organization's mission and goals, with emphasis on 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
- Identify and qualify potential gifts and donors
- Lead efforts and collaborate with LWA staff and board members to expand brand awareness of LWA's work while growing individual and business membership support
- Promote the LWA brand consistently through all communications and outreach efforts
- Implement systems and processes required for tracking, managing, and stewarding donors
- Identify, manage, and co-write all organizational grants

Ideal Qualifications:

- A passion for educating people about the work and mission of the Lake Winnepesaukee Association in protecting and improving the water quality of the lake.
- Bachelor's degree in marketing, development, communications, environmental science, or related field.
- A clear demonstration of successful work in marketing, development, sales, or communications.
- Successful grant writing experience

- Experience and comfort with relevant software tools for relationship management
- Demonstrated ability to plan, lead and execute development and outreach activities
- Excellent written and verbal communication skills

About Lake Winnepesaukee Association

The Lake Winnepesaukee Association is a non-profit organization dedicated to protecting the water quality and natural resources of the lake and its watershed. Through monitoring education, science, and restoration, we work to ensure that Winnepesaukee's scenic beauty, wildlife habitat, water quality, and recreational potential continues to provide enjoyment today and for the future.

Other:

- This position is full-time with a competitive salary and benefits package.
- Reports to the President of LWA with regular Board interactions.

How to apply:

Interested applicants should submit a cover letter and resume describing their qualifications and interest in the position, and three to five references to: Pat Tarpey, President, at ptarpey@winnepesaukee.org. This position will remain open until filled.