



New England Science & Sailing

Stonington, Connecticut

Managing Director of Advancement Search

Position open January 2024

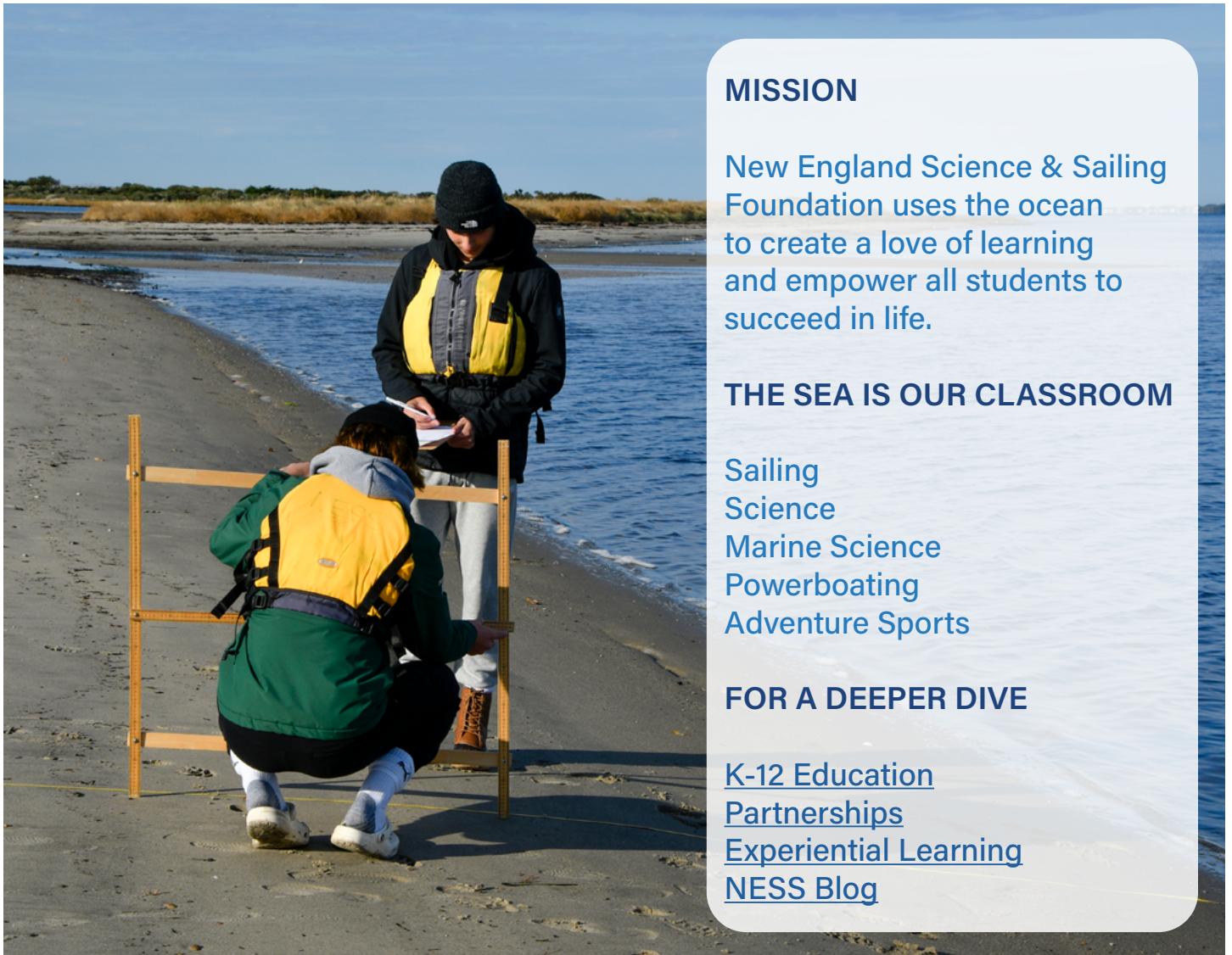


Experiences that Transform Lives

New England Science & Sailing empowers, educates, and inspires
K - 12 students with ocean-based experiential learning



EDUCATORS COLLABORATIVE
EXPERTS IN SEARCH, TRANSITION & STRATEGY



MISSION

New England Science & Sailing Foundation uses the ocean to create a love of learning and empower all students to succeed in life.

THE SEA IS OUR CLASSROOM

Sailing
Science
Marine Science
Powerboating
Adventure Sports

FOR A DEEPER DIVE

[K-12 Education](#)
[Partnerships](#)
[Experiential Learning](#)
[NESS Blog](#)



CORE VALUES



Inclusiveness
Experiential Learning
Personal Growth
Stewardship

Do you have a passion for making inspiring experiential education available to all students and nurturing their healthy social-emotional development? How about working with a highly capable and fun team? And, if you love all things maritime and an ocean view from your office, this could be the perfect opportunity for you!

An innovative and powerfully impactful education organization, New England Science & Sailing Foundation focuses on supporting students' social/emotional growth and building academic achievement. Through the experiential learning platforms of sailing, marine science, and ocean exploration, NESS's award-winning and New England Association of Schools and Colleges accredited programming reaches nearly 10,000 students annually.





NESS BY THE NUMBERS

- 10,000 students ages four through adult
- 100+ standards-based lesson plans and curricular units
- 74 school and organization partnerships including online learning
- 270+ sailboats, kayaks, surfboards, windsurfers and motorboats
- \$2.2M raised annually in gifts and grants
- 500+ donors contributing each year
- 21 program sites along the CT/RI shoreline
- 46% of students receive financial assistance

ABOARD THE AMERICA'S CUP CONTENDER

Through a [unique partnership](#) with New York Yacht Club American Magic, a contender for the 37th America's Cup, NESS is developing a comprehensive suite of K-8 lesson plans and curricular units, utilizing American Magic's campaign as a dynamic learning platform to advance students' academic achievements and enrich social-emotional development. Specifically designed to benefit high-needs learners, these resources will increase access to sailing for all youth.



"I enjoy working at NESS because of my peers and the students I engage with every day. Working with such a wide range of students has expanded my love for teaching and gives me the opportunity to make a positive impact in the community!"
- NESS educator





ABOUT THE POSITION

The Managing Director of Advancement plays a key leadership role at NESS, involved in framing and implementing the strategic and tactical directions of the organization with a particular emphasis on establishing and maintaining the funding partnerships necessary to NESS's sustainability and growth. This position is responsible for a budget of approximately \$2.5M, and leads all of NESS's fundraising efforts—from defining strategy to execution and follow-up—in the areas of annual fund, capital giving, planned-giving, major gifts, fundraising, and cultivation events, and corporate and foundation giving. The position supervises a team of highly competent professionals including a Director of Advancement, a Grants Writer, and an Events and Advancement Assistant. A strong Outreach Team also supports the organization's advancement work.

The Managing Director of Advancement reports to the CEO, works closely with the Outreach and Education teams and the Board of Directors Advancement and Marketing Committees to lead the development and implementation of a strategic and highly tactical advancement program.

Partner, Innovate, Lead, and Manage

- Lead the creation and implementation of comprehensive Advancement annual plans that result in meeting financial goals as defined in annual budgets.
- As part of the senior Leadership Team, develop and implement strategies to support the growth of NESS through venture philanthropy, partnerships, and/or other sponsorship models.
- Drive strong, ongoing relationships between NESS and its constituents, while also developing new relationships.
- Manage and professionally develop the Advancement team of four.
- Partner with the CEO and CFO to finalize budgets and targets for all fund-raising programs.
- Contribute to NESS's marketing initiatives and organizational identity positioning.



"5 stars is not enough...If allowed, I would give a thousand stars. NESS helped my daughters when no one else could...and gave them the confidence and pride they had lost during their school year. They smiled, laughed and learned..."
- NESS parent

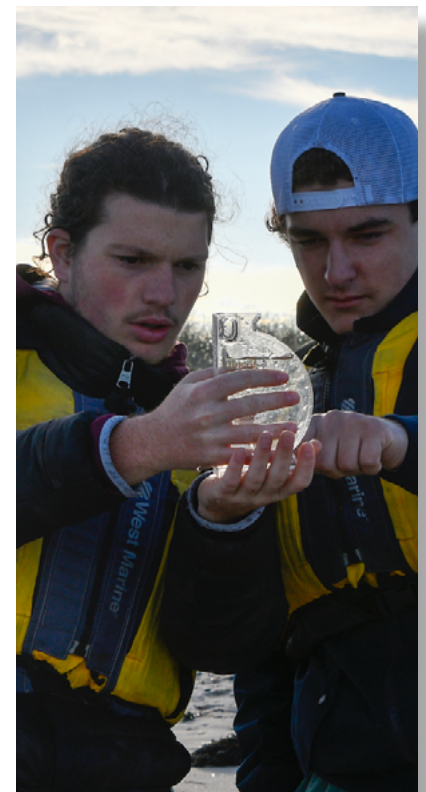
Strategize, Cultivate, Secure, and Steward

- Identify, cultivate, solicit, secure, and steward new gifts supporting NESS programming and strategic priorities across all constituencies.
- Develop strategies to expand NESS's overall prospect pool putting a multi-year plan in place to seed fundraising growth.
- Develop and implement fundraising strategies including goals, objectives, and tasks—including leading NESS's first capital campaign.
- Build on NESS's early work to further develop and execute successful major gift and planned gift programs.
- Represent NESS as a key spokesperson in external relations and enhance visibility and community engagement to build NESS's reputation.
- Envision, launch, and coordinate strategic initiatives that engage new and existing stakeholders, raise awareness, and provide new revenues.

The Managing Director of Advancement will:

- Thrive in a collaborative, innovative environment where everyone is a leader and every idea is valued.
- Embrace problem solving and demonstrate a growth mindset.
- Effectively manage a team based on mutual respect, open communication, and clear expectations.
- Think strategically and execute tactically, in entrepreneurial fashion.
- Roll up their sleeves to pitch in when there's a call for all hands on deck.
- Track and use data to inform and drive decisions.
- Bring demonstrated success in fundraising including annual giving, major gifts, capital campaigns, and planned giving.
- Exude confidence and humility in equal measure.
- Speak to the mission of NESS with clarity and passion to effectively cultivate, solicit, and steward donors.
- Demonstrate a commitment to inclusion and a capacity to work with a diverse group of colleagues, families, children, and supporters.
- Find joy and humor in even the most challenging situations.

A full description of the position will be posted soon and linked here.





"I am very proud of how NESS has evolved in serving students over the past 20 years. Importantly, I am even more excited to work with the NESS team to increase the number of students who benefit from our quality programs, one student at a time. We are transforming lives."

- Spike Lobdell, NESS founder



NESS offers a unique education model that empowers students with leadership, teamwork, confidence, and problem-solving skills to ensure academic success.

Our STEM-based curriculum includes using marine science, sailing, power boating, and adventure sports as learning platforms, on and off the water, for students from all walks of life.





HOW TO APPLY

Please contact Tracy Bennett with any questions or to learn more about this opportunity. Candidates interested in this position are asked to submit the following materials by **January 31**.

- EC Summary Sheet and Disclosure Statement (contact Tracy Bennett for the documents)
- Letter of Interest addressed to the Chief Executive Officer
- Current Resume
- Statement of fundraising philosophy
- A list of five or more references with contact information (name, relationship to candidate, phone, and email address)

Application materials should be sent electronically via email to:

Tracy Bennett, Partner, Educators Collaborative
tbennett@educatorscollaborative.com
Phone: 425-466-4748
Listing Date: December 7, 2023

Compensation commensurate with experience and includes a comprehensive benefits package. NESS is an Affirmative Action/Equal Opportunity Employer.



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