

**COALITION TO RESTORE COASTAL LOUISIANA  
DIRECTOR OF DEVELOPMENT  
New Orleans, Louisiana**

**The Coalition to Restore Coastal Louisiana (CRCL), the most effective and recognized coastal advocacy organization in the state, seeks a dynamic and skilled professional to serve as its next Director of Development.** The Director of Development will serve as a senior strategic thought partner within CRCL's high-functioning, close-knit leadership team, and will be poised to strengthen the capacity of a well-respected and impactful organization. The organization's Director of Development will lead the full scope of CRCL's development activities, with a broad mandate to design and implement creative, effective fundraising strategies that position the organization for operational and programmatic success, now and in the future. The strongest candidates will bring a concrete knowledge of fundraising best practices, coupled with meaningful experience(s) in a nonprofit development office.

#### **THE COALITION TO RESTORE COASTAL LOUISIANA**

As the state's first nonprofit organization dedicated to coastal restoration, CRCL works at the local, state and federal levels to ensure that restoring and protecting Louisiana's coast is a top priority for the state and the nation. In addition to CRCL's roles as an advocate and a watchdog, the organization serves as a responsible steward of Louisiana's rich coastal wetlands, actively facilitating and funding coastal restoration projects.

CRCL unites a diverse, nonpartisan set of interests via its Board of Directors and robust organizational partnerships. Through the efforts of volunteers who plant marsh grasses and trees across the coast, membership events, conferences and newsletters, CRCL's reach is multiplied, enabling the organization to connect with thousands of individuals each year. CRCL's multifaceted, comprehensive and coast-wide approach to coastal restoration distinguishes the organization from every other civic and environmental group in the region.

#### **THE ROLE**

The Director of Development will design and implement CRCL's comprehensive annual fundraising program, employing strategies to attract funding from individuals, corporations, foundations and special event opportunities. The Director of Development will be tactical in their approach, identifying opportunities to upgrade existing donors, bringing new potential supporters into the CRCL fold, and tracking and managing moves toward fundraising goals. The Director of Development will be responsible for raising restricted and unrestricted funding to offset the majority of CRCL's annual \$2 million operating budget, and will actively work toward increasing the organization's base of contributed revenue year over year.

The Director of Development will report to the Executive Director and will manage one full-time employee. The Director of Development will serve as an instrumental member of a talented staff team; enjoy a high-energy, flexible work environment (CRCL is currently employing a hybrid work model, with employees working both in-office and remotely); and have the opportunity to interface with a motivated and engaged Board of Directors. In terms of key responsibilities, the Director of Development will:

- Create and execute a comprehensive annual development program that includes concrete deliverables and measurable goals around individual, corporate, foundation and special event giving; track and assess progress to fundraising objectives.

- Conduct ongoing prospect research to identify new potential sources of major individual, corporate, and foundation support.
- Maintain a personal portfolio of key prospect and donor relationships.
- Cultivate and solicit grant funding from local, state and national sources; oversee grant reporting functions, working in partnership with CRCL’s program staff.
- Implement stewardship strategies to engage current donors and deepen donor ties to the organization; maintain ongoing communications with, and timely and accurate reporting to, existing donors.
- Interface with CRCL’s retail partners.
- Support CRCL’s Board of Directors in all fundraising activities; coordinate the annual Board giving campaign; staff the Development Committee of the Board of Directors.
- Oversee the development of all collateral material related to CRCL’s fundraising efforts, working in concert with CRCL’s communications team when appropriate.
- Provide high-level oversight for CRCL’s special event planning and execution; secure event sponsorships.
- Represent CRCL at public events.
- Play a key role on CRCL’s executive leadership team; contribute to developing and achieving the organization’s overall strategic plan and innovation initiatives.

**THE CANDIDATE**

While no one candidate will embody all the ideal qualifications, the most competitive contenders for the role will embody a solid combination of the following traits and experiences:

- An interest in, understanding of and commitment to the mission of CRCL.
- A minimum of five to seven years of progressively responsible development experience.
- Demonstrated ability to create and execute comprehensive development plans that integrate annual giving, major giving, corporate giving and foundation giving strategies.
- Demonstrated record of success in building individual donor relationships and personally closing five-figure gifts.
- Relationships within the institutional giving community.
- Experience writing and managing grants.
- Experience managing or coordinating special events.
- Excellent written, interpersonal and verbal communication skills; strong public speaking experience.
- Experience working with a nonprofit Board of Directors or other volunteer solicitors.
- An energetic, positive presence.
- Experience managing others; the willingness to delegate where appropriate.
- Attention to detail; notable organizational skills; the ability to multi-task.
- Expertise with donor or membership management software; experience with CiviCRM is a plus.
- A bachelor’s degree.

**TO APPLY**

To apply, please email a résumé, letter of interest and three professional references, in confidence, to:  
[CRCLDevelopmentDirector@gmail.com](mailto:CRCLDevelopmentDirector@gmail.com)

*CRCL is committed to building a culturally diverse organization and strongly encourages people of color and members of other underrepresented groups to apply. Qualified applicants will be considered for employment without regard to age, race, color, religion, sex, national origin, sexual orientation, gender identity, disability, veteran status or any other class protected by law. CRCL is an equal opportunity employer.*