



Chief Development Officer

US Sailing

Bristol, RI | Summer 2020

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BOSTON | NEW YORK

US Sailing is seeking a Chief Development Officer to lead the fundraising activities of the newly restructured US Sailing Foundation.

About US Sailing

As the National Governing Body for the sport of sailing, US Sailing's mission is to provide leadership for the sport of sailing in the United States.

The organization works to achieve this mission through a wide range of programs and events. US Sailing sets the course enabling sailors to enjoy the sport for a lifetime. Key program priorities for US Sailing include the Olympics, youth development, and growing the sport.



Olympic Sailing: US Sailing's Olympic Program focuses on delivering sustained Olympic performance by developing people, maximizing individual potential that will position generations of American sailors on the podium, as well as cultivate future leaders of the sport by fostering a culture of hard work, growth, success, and search for excellence.

Youth Development: US Sailing remains focused on “squaring the pyramid” of youth sailing by creating a model that provides skill development and fun for all participants, with multiple pathways for participation and advancement. The Skill Up program is a skills-based pathway model that serves as a roadmap for young sailors at every level, ability, and interest.

Growth of the sport: US Sailing's long-term vision for the sport requires a consistent commitment to providing access to the sport, skill development, and a clear pathway for all looking to get involved. One way US Sailing is addressing this challenge is through the creation and implementation of the Siebel Sailors Program, an innovative community sailing program focused on increasing opportunity and diversity in the sport of sailing by providing resources and support to youth sailors at public access sailing centers across the country.

Membership in US Sailing is open to all individuals and organizations, including all sailors, coaches, trainers, managers, administrators, and officials without discrimination on the basis of gender, race, color, ethnicity, culture, religion, sexual orientation, gender expression or mental or physical disability.

About Philanthropy at US Sailing

Throughout the sailing community, there is concern over the future of the sport, but the fragmented nature of sailing makes common solutions and unified action elusive. In recent years, US Sailing has focused on developing channels that expand access and raise the bar in training and competitive standards, but it's not enough.

Sailing must change faster because the world is changing faster. The US Sailing Foundation will secure the resources required for US Sailing to develop innovative and dynamic programs that represent the way people want to sail, provide the skills to master technically advanced equipment, and align with the way we all consume information and connect to each other.

To address this need for change, the US Sailing Foundation is focusing on raising funds to develop programs that increase the accessibility of the sport throughout the country, expand the Skill Up Youth Development program, and invest in resources needed to develop Olympic class sailing athletes.

About the Position

US Sailing is seeking a Chief Development Officer to work closely with the CEO, the Foundation Chair and Board of Directors to design, lead, and implement a sustainable development strategy to increase philanthropic revenue for its mission and programs, including youth development and the Olympics. This person will build on an established base and work with passionate leaders pursuing sustainable resources to support the future of the sport. The ideal candidate will be collaborative, creative, and determined; someone who wants to make a difference; and will enjoy working in a fast-paced environment with leaders in the sport of sailing.



Key Responsibilities

Development

- Partner with CEO and Board to take US Sailing's comprehensive fundraising program to the next level, particularly in the area of individual giving and major gifts
- In tandem with the CEO and Board, formulate and execute customized strategies to cultivate and solicit prospects and donors
- Solicit major gifts from top prospects and/or partner with appropriate leadership in gift solicitations
- Establish performance measures to help monitor and evaluate the effectiveness of the organization's fund development program
- Demonstrate extensive understanding of best practices in donor cultivation/moves management, research, and pipeline development of gifts from the individual, foundation, and corporate sectors
- Develop and leverage communications effectively to engage donors and publicize key partnerships
- Coach, mentor and motivate development team members, and draw upon their potential and talent, individually and collaboratively
- Establish a presence in the community that increases US Sailing's visibility and access to new funding opportunities

Board Management

- Work closely with CEO, Foundation Chair and Board of Directors in key donor cultivation, solicitation, and stewardship activities
- Engage Board Members around short-term and long-term fundraising goals through board liaison work
- Work with CEO, Foundation Chair and Board of Directors to identify and engage new Board prospects

Leadership and Management

- Serve as a key strategist and member of US Sailing's senior leadership team
- Communicate regularly and effectively with CEO, Foundation Chair, Board of Directors and top donors
- Lead development team towards building and maintaining robust, data-driven systems to support a dynamic development operation

As appropriate, determine the need for and recruit talented professionals to join a successful development team

Key Qualifications

- 10+ years of progressively responsible development experience in high performing fundraising programs
- Demonstrated ability to secure funds through donor engagement, including 6- and 7-figure major gifts, and grow a donor prospect base
- Metrics-driven, entrepreneurial mindset that informs strategy and work
- Experience in building, managing, and mentoring development staff
- Ability to translate board goals into achievable steps
- Familiar with all aspects of goal setting and ability to set aggressive yet achievable goals
- Ability to inspire confidence and work collaboratively at all levels of the organization
- Consistently demonstrate goal-orientation, strong work ethic, and an unquestioned reputation for honesty and integrity
- Ability to succeed in a distinct and dynamic culture
- Exceptional verbal and written communication skills, presentation skills, and analytical skills
- Passion for the mission of US Sailing



All qualified candidates will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, veteran status, or any other characteristic protected by law.

Please email your cover letter and resume in confidence to: USSailing@developmentguild.com.

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For more information about US Sailing, please visit <https://www.ussailing.org/>

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About Development Guild DDI

Development Guild DDI is a nonprofit leadership development consulting firm that provides nonprofit executive search, fundraising counsel, and campaign services. We bring a powerful combination of discipline and innovation to every client engagement, delivering solutions that are both strategic and deeply rooted in experience and analysis. Drawing upon more than 2,500 client engagements and 40 years working in every nonprofit sector, our collaborative approach is distinguished by candid dialogue and supported by cutting-edge technology. We commit to understanding and respecting your unique culture and to translating that knowledge into viable solutions.

