

This search ended in December, 2006, with the appointment of Hedrick Belin, vice president of the Metropolitan Group, a consulting firm that helps nonprofits in fundraising and communications, and former senior staff member of the National Park Foundation.

Job Announcement
Potomac Conservancy
President and CEO
(Posted: November, 2006)

The Potomac Conservancy in Silver Spring, Maryland, has retained Slesinger Management Services to recruit a seasoned leader and manager to serve as president and CEO. This is an exceptional opportunity for an individual with fundraising, program development, and advocacy skills to strengthen a young organization concerned with the health of the Potomac River. Applications will be accepted until this position is filled.

The Organization

The Potomac Conservancy is a nonprofit organization whose mission is to protect lands vital to the health, beauty, and enjoyment of the Potomac River and its tributaries. Operating throughout the 15,000 square mile Potomac River watershed in Maryland, Virginia, West Virginia, Pennsylvania, and the District of Columbia, the Conservancy carries out programs that improve water quality, protect the river's scenic integrity, enhance recreational resources, and build an informed and engaged constituency, using a range of tools including restoration, permanent protection, advocacy, and citizen education and engagement.

The Conservancy, founded in 1993, currently has a staff of 15 and an operating budget of \$1.5 million. Funding comes from government agencies at the federal and state levels, foundations, corporations, and individuals. The headquarters are in the Washington, DC, metropolitan area (in Silver Spring, Maryland); the Conservancy also has a small office in Winchester, Virginia. It is governed by a board of directors made up of 18 people with professional or personal experience in conservation as well as a deep interest in the health of the Potomac River.

To learn more about the Potomac Conservancy, please see www.Potomac.org.

Principal Responsibilities of the President and CEO

The overriding responsibility of the president and CEO is to grow the organization so that it can carry out its ambitious mission successfully over the coming years. In particular, the president will be responsible for working with the board and staff to refine and implement the new strategic plan that will guide the organization's work over the next four years. The strategic plan focuses on five primary goals:

1. protecting water quality
2. preserving scenic beauty
3. encouraging responsible recreation
4. building a powerful and diverse public constituency that establishes the organization as the "voice of the Potomac River", and
5. expanding the donor base, with a priority on raising more money from private sources.

Desired Skills and Personal Characteristics

To be successful, the president and CEO should be:

1. Passionate about the Conservancy's mission. Professional experience in conservation is preferred, but not required as long as commitment to the mission can be demonstrated through relevant experience and knowledge.
2. A successful fundraiser, especially in the Washington, DC, metropolitan area, with a track record that includes having raised grants and contributions from foundations, corporations, and individuals. The Conservancy anticipates launching a capital campaign by 2008 that will occupy a significant amount of the president's time.
3. Familiar with advocacy and public policy formulation at both the national and state levels of government.
4. An excellent communicator who can establish credibility with donors, government officials, leaders of other conservation organizations, and the media.
5. Capable of both thinking strategically and putting together detailed operating plans to turn good ideas into well-executed activities.
6. Knowledgeable about the effective management of mission-driven nonprofit organizations, including program development, financial management, and board development.
7. A skilled leader of people, especially able to attract and retain a first-class staff.
8. Able to develop a strong working relationship with a board of directors made up of diverse individuals dedicated to the success of the Conservancy.

Compensation

Salary will be commensurate with experience and qualifications. Compensation also includes a comprehensive benefits package.

To Apply

Please **e-mail** (or mail):

- 1) cover letter that explains why you're interested and qualified,
- 2) resume, and
- 3) three-year salary history (which will be held in strict confidence) to:

Larry Slesinger
 Slesinger Management Services
 5016 Westpath Terrace
 Bethesda, MD 20816
 Tel.: 301-320-0680

E-mail: Larry@SlesingerManagement.com

(please include "Potomac" in subject line;
 attached files in Microsoft Word or PDF only)

All applications will be acknowledged promptly as long as an e-mail address is provided. (This job announcement can also be found at www.SlesingerManagement.com.)

The Potomac Conservancy is an Equal Opportunity Employer.