



EXECUTIVE SEARCH
FOR
**DIRECTOR OF MARKETING &
EXTERNAL RELATIONS**
CANINE SUPPORT TEAMS, INC.



Providers of Assistance Dogs

September 2019

The Opportunity

The Angeletti Group invites nominations and applications for the position of Director of Marketing & External Relations at Canine Support Teams, Inc. (CST). The organization seeks an engaging, inspirational, and entrepreneurial leader to bolster its philanthropic support from current and other outside constituencies. The candidate will be an independent person responsible for managing donor relations as well as marketing. The successful candidate will be an experienced development professional that is able to articulate the unique organizational message of CST and steward relationships with prospective donors. The successful candidate will also have a proven track record of soliciting donors and closing gifts.

Canine Support Teams



Founded in 1989, by Carol Roquemore, Canine Support Teams, Inc. provides Service Dogs to increase the mobility and independence of people with disabilities while simultaneously providing loving companionship. Canine Support Teams is a non-profit organization established with the purpose of enhancing the lives of those affected by disabilities via canine companionship. CST Service Dogs are placed with people with a wide range of disabilities. These Service Dogs are taught to

assist their partners in a myriad of capacities that extend well beyond the “seeing-eye” model. Most of these dogs are purpose bred from reputable, well-known breeders, but some now are shelter-rescued dogs that have been hand-selected by our professional training staff for temperament & suitability to meet this growing need. CST’s ability to provide Service Dogs allows people with a disability to achieve a new level of independence and autonomy.

Director of Marketing & External Relations

Reporting to the CEO, the DoM/E will be responsible for solidifying existing donor relationships as well as expanding the message of CST. This person will possess seasoned sales capabilities and the ability to suggest and direct funding initiatives. The candidate will be able to convey and leverage the unique message of CST. The DoM/E will have a proven track-record of new donor identification and “asks” as well as developing a suitable methodology for donor engagement and retention.

Areas of Emphasis for the Director of Marketing and External Relations

1. Become knowledgeable about CST and its mission in order to communicate with donors in a genuine manner.
2. Manage & steward existing donor relationships.

3. Seasoned salesperson and self-starter.
4. Possess sensitivity in dealing with disabled people and their individual challenges.
5. Must love dogs and be a team player.
6. Experience with donor database(s), Kindful, preferred.
7. Ability to attend select company meetings, such as Graduation, Team Training events and Board meetings.
8. Proven capability to prepare and support Senior Board members for donor calls and visits.

Qualifications & Preferences

- 5+ years professional experience in nonprofits/fundraising; at least 2 years of which include direct experience in donor relations.
- Bachelor's degree required.
- Demonstrated ability in cultivating, soliciting, and securing gifts.
- Strong familiarity with philanthropic landscape in local and surrounding regions.
- Excellent interpersonal, written, and verbal communication skills.
- Ability to clearly articulate the mission of CST, case for support and compelling need for philanthropic support. Strong computer skills, with fundraising database experience.
- Strategic thinker and problem solver.
- Proven self-starter that can operate independently with minor support.
- Willingness to travel to meet with prospects and attend events on behalf of CST.

This position is flexible regarding working hours and benefits; applicants seeking both full and part-time opportunities are encouraged to apply.

Application Procedure

Applications will be accepted until position is filled. To be considered, candidates should submit a resume and cover letter including a statement of interest to search@theangelettigroup.com.

Nominations and confidential inquiries made to:

The Angeletti Group
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New Vernon, NJ 07976
(973) 540-1400 ext. 1027
search@theangelettigroup.com