



POSITION: Director, Cape Cod Fisheries Trust
SALARY: Competitive and Commensurate with Experience
BENEFITS: Full Benefits After Three Month Orientation
DEADLINE: February 15, 2016. Applications Will Be Reviewed on a Rolling Basis.
START DATE: April 1, 2016 with Some Flexibility.
LOCATION: Chatham, MA

SUMMARY

The Cape Cod Fisheries Trust Director oversees all aspects of the Cape Cod Fisheries Trust on behalf of the Cape Cod Commercial Fishermen's Alliance. The Cape Cod Fisheries Trust has become a national model for fishing community stability and growth through its ownership and management of a diverse portfolio of quota for high value seafood commodities, including scallops, clams, cod, haddock and flounder. The Director is responsible for leasing this quota to the local fleet to stimulate economic development and ensure long-term fleet profitability and environmental sustainability. The Director is also responsible for building the program and developing innovative solutions to advance the Trust's mission to support sustainable fishing businesses.

ESSENTIAL FUNCTIONS

The Cape Cod Fisheries Trust Director is responsible for maintaining the program's fiscal sustainability and advancing its mission to support local jobs, ensure millions of pounds of seafood are landed on Cape Cod and engage in the challenging work of keeping fishing competitive and vital in our community. This includes the following functions:

- Administers the Cape Cod Fisheries Trust quota portfolio to achieve the Trust's objectives
- Develops a strategic plan for acquiring additional quota, including negotiating complex transactions and raising philanthropic and impact investment capital to fund the Trust's growth
- Leads financial management for the Cape Cod Fisheries Trust, including donor identification, cultivation and stewardship to raise annual operating funds
- Builds and manages key partnerships and relationships with public, private and non-profit organizations, including relevant fisheries agencies, in order to identify and resolve technical issues and to widely communicate and support the Cape Cod Fisheries Trust's work

DESIRED EXPERIENCES

- BA/BS degree and 5 years' experience in business or equivalent combo of education and experience
- Fundraising experience, including identifying donor prospects and donor cultivation
- Experience designing, implementing, and directing complex or multiple projects of strategic importance, including managing finances
- Negotiation, finance and transactional skills
- Experience developing partnerships (partners, community, government)
- Knowledge of fisheries businesses and management models, including quota-based management systems-commercial fishing experience or familiarity preferred
- Motivated, self-starter, entrepreneurial
- Ability to communicate effectively with a broad range of audiences

The position is full-time and requires willingness to work flexible hours and occasionally on weekends and evenings.

To apply, please submit a cover letter and resume to:
 Missy Clarke missy@capecodfishermen.org

The Fishermen's Alliance is an equal opportunity employer and provider.
 Learn more at www.capecodfishermen.org