

# Canalway Partners Executive Director Posting

*Application Date June 19*

## **Background**

The mission of Canalway Partners is to create a park system that follows the route of the historic Ohio Canal from Cleveland through Zoar to Dover/New Philadelphia by promoting historic preservation and interpretation, expanded recreational opportunities and sensitive economic development.

Canalway Partners has a successful 35-year history of working collaboratively with local, state and federal partners to obtain funding and to achieve national heritage area designation for the Ohio and Erie Canalway National Heritage Area (OECNHA) that stretches 110 miles from Cleveland to Zoar/New Philadelphia, OH, and connects Cleveland to communities along the historic Ohio & Erie Canal. The northern terminus of the heritage area is Cleveland, the city where East meets the Midwest, merging world-class arts and culture institutions with ethnic neighborhoods and year-round recreational opportunities. The website is [www.canalwaypartners.com](http://www.canalwaypartners.com)

Canalway Partners handles the implementation of the heritage area management plan in Cuyahoga County and works in partnership with Ohio and Erie Canalway Association (OECA), an Akron-based nonprofit, that manages the southern portion of the heritage area. Canalway Partners has initiated, developed and programmed multiple projects and events through collaboration and partnerships with key local and regional stakeholders. Activities include:

- Programming such as Take a Hike, Towpath Trilogy (running events) and Cleveland History Days.
- Linking natural and cultural assets via the Towpath Trail, Cuyahoga Valley Scenic Railroad and America's Byway.
- Increasing public awareness through community education and diverse activities and events such as RiverSweep.
- Forging dynamic public/private partnerships to develop key physical projects.
- Promoting the Ohio & Erie Canalway as a tourist destination; showcasing its natural, cultural, and historic resources.

## **Position Description**

The Executive Director will lead Canalway Partners as it refocuses its priorities based on elements of Ohio and Erie Canal National Heritage Corridor management plan and change in orientation from completion of the towpath to education and linkages related to the Corridor. The board recently completed a strategic planning process to prepare for the retirement of the long-time director and define priorities for the next three years. Future proposed staffing for Canalway Partners will include the Executive Director, Development Director, Marketing Director, Program Manager and Senior Advisor. The Senior Advisor position was created for the retiring Executive Director to provide continuity in completing several on-going projects and provide historical context and assistance in the transition in areas such as relationship management for the new Executive Director.

Reporting to the Board of Directors, the Executive Director will have overall strategic and operational responsibility for Canalway Partners staff, programs, and execution of its mission. Salary will be commensurate with experience.

## **Responsibilities**

### **Leadership & Management:**

- Ensure ongoing local programmatic excellence, program evaluation, and consistent quality of resource development, communications, marketing and organizational systems. Create annual workplans that incorporate recommend timelines and resources needed to achieve organization's strategic goals.
- Provide leadership and coaching for staff; actively oversee management of programs, events and volunteers.
- Implement and manage effective systems to track progress of completion of Ohio and Erie Canal National Heritage Area (OECNHA) management plan activities such as completion of towpath trail and other projects.
- Effectively manage relationships with Ohio and Erie Canalway Association (OECA) and Ohio and Erie Canal Coalition (OECC). Oversee management plan requirements and funding allocations.
- Maintain on-going relationships with community partners and stakeholders along with building new relationships.
- Conduct regular evaluations of other Canalway program components to measure performance and successes that can be effectively communicated to the board, funders, and other constituents.
- Working with Board of Director leadership, assist in developing, maintaining, and supporting a strong Board of Directors; foster board involvement with strategic direction and ambassadorship for organization.

### **Resource Development**

- Expand unrestricted revenue generation and other fundraising activities to support existing and new programming.
- Use external presence and relationships to garner new opportunities that assist in the achievement of the OECNHA management plan.
- Oversee implementation and management of volunteer program.

### **Planning, Marketing & Communications**

- Implement the strategic plan with assistance from board and staff.
- Effectively communicate the role of Canalway Partners in the Ohio and Erie Canalway National Heritage Area, to include its local and regional impact, future plans and brand identity.
- Deepen and refine all aspects of communications with external stakeholders to create a stronger brand.
- Continue to create and rebuild partnerships within existing Canalway Partners' service area, establishing relationships with funders, community-based and political leaders.
- Be an external local and national presence that publishes and communicates program results with an emphasis on the successes of the local program as a model for regional and national replication.

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## Qualifications

- College degree with at least 7 years of senior nonprofit management experience and community engagement or equivalent experience. Thorough understanding of real estate development process from concept to project completion. Proven track record of effectively leadership on a regional and/or national level to achieve strategic results. Documented success (specific examples) of having developed and operationalized strategies that have taken an organization to the next stage of evolution or growth.
- Ability to design and manage quality programs with program evaluation components
- Excellence in organizational management with the ability to coach staff, manage, and develop high-performance teams, set and achieve strategic objectives, and preparing and managing a budget.
- Proven success in resource development, to include raising new sources of funds and cultivating relationships with key stakeholders, volunteers and others.
- Past success working with a Board of Directors with the ability to cultivate existing board member relationships.
- Strong marketing, public relations, and fundraising experience with the ability to engage a wide range of stakeholders and cultures.
- Strong written and verbal communication skills; a persuasive and passionate communicator with excellent interpersonal and multidisciplinary project skills
- Self-directed work ethic with entrepreneurial spirit; adaptable to changing environments; innovative approach to business planning.
- Ability to work effectively in collaboration with diverse groups of people.

Canalway Partners is using a consultant to assist in recruiting for this position. Please submit a resume by Wednesday June 19, 2019 to Laura Junglas at [NPOrgDoc@earthlink.net](mailto:NPOrgDoc@earthlink.net). All inquiries and submissions will be handled in a confidential manner.