



THE PINELANDS ALLIANCE

Bishop Farmstead
17 Pemberton Rd
Southampton NJ 08088

POSITION AVAILABLE

Director of Enterprises

The Pinelands Alliance is hiring for the position of Director of Enterprises to assume overall management for the Alliance's initiatives that generate earned income through rentals, fees for service, and sales of products; special events; and programs on the Alliance's properties. The Alliance seeks to grow these enterprises and assets while developing innovative ways to connect people to our mission. More information about the Alliance can be found on our web sites, www.pinelandsalliance.org and www.pinelandsadventures.org.

The Pinelands Alliance is a multi-faceted non-profit dedicated to protecting and advocating for New Jersey's Pinelands through collaborative action, research, and education. In support of this mission, we have created several programs or enterprises that generate earned income. These programs and assets currently include:

- Pinelands Adventures LLC, an outfitter that operates a canoe/kayak livery and provides a variety of guided trips on land and water for the general public, schools and community service organizations.
- Rancocas Creek Farm LLC, a regenerative produce and livestock farm which operates a CSA, farmers markets, and wholesale channels.
- Rentals of Bishop Farmstead facilities, the Alliance's headquarters in Southampton Township, for catered events through an arrangement with Jeffrey Miller Hospitality Group.
- Rentals of facilities at the Pine Tree Center, a 160-acre camp property owned and operated by the Pinelands Alliance through Pinelands Adventures and the Pinelands Research Institute (another Pinelands Alliance initiative).
- Pinelands Alliance-owned properties, currently consisting of the Bishop Farmstead, Rancocas Cranberry Preserve, The Pine Tree Center, and the Ives Branch Preserve.

Responsibilities

The Director of Enterprises is a new senior management position within the Alliance reporting to the Executive Director. The position's responsibilities include:

- Serve as manager and first-line report for the staff in charge of each enterprise, including evaluating performance and preparing annual reviews as well as day-to-day management and oversight.
- Ensure each enterprise advances the Alliance's charitable mission and is carried out in accordance with the Alliance's goals, values, standards, and annual and strategic plans.

- Ensure each enterprise satisfies all applicable legal requirements and grant commitments.
- Ensure each enterprise meets or exceeds the Alliance's goals and budgeted financial performance for the enterprise.
- Develop annual budgets, activities and staffing plans for each enterprise in coordination with the Executive Director and financial management staff; monitor progress in meeting these plans; and make changes where necessary to improve the performance of each enterprise.
- Develop new enterprises and initiatives with the Executive Director where opportunities arise that advance the Alliance's mission and plans.
- Identify and coordinate with fundraising staff as funding opportunities arise out of the enterprises.
- Work with communications staff to promote the Alliance's work through the enterprises, including branding, website content, social media, and events.
- Represent the Alliance to the public and customers in a manner consistent with the organization's mission, values and professionalism.

Qualifications:

- Seven or more years of experience managing businesses or similar operations.
- Entrepreneurial skills and spirit.
- Bachelor's or Master's degree in business, marketing or a related field desired, but other degrees that accompany significant business experience will be considered.
- Sensitivity to and care for the environment.
- A highly motivated, team player approach with excellent communication skills.
- Flexibility to work weekends and evenings on occasion as needed.

The anticipated salary range is \$80-88,000 per year, depending on experience and qualifications. Benefits include access to a health insurance plan, 403B plan, life and disability insurance, generous vacation and sick/personal days, and working with a dedicated, hard-working staff at beautiful locations with forest and wetlands habitats, farmland, historic structures and gardens.

The Alliance is an Equal Opportunity Employer and does not discriminate on the basis of age, disability, sex, race, religion or belief, gender reassignment, marriage/civil partnership, pregnancy/maternity, or sexual orientation.

Applications will be accepted until the position is filled. Please submit a cover letter and resume to Jaclyn Rhoads, Executive Director, to jaclyn@pinelandsalliance.org. Only emailed applications will be accepted.