



SBP
SEARCH FOR THE CHIEF ADVANCEMENT OFFICER
New Orleans, Louisiana

THE SEARCH

SBP, a national social impact organization focused on disaster resilience and recovery, seeks a proven and results-oriented Chief Advancement Officer to lead the full scope of the organization's development and communications activities.

Reporting to the Chief Executive Officer, the Chief Advancement Officer will serve as a member of SBP's Senior Leadership Team and will lead a staff of 13 professionals. The Chief Advancement Officer will craft and implement an integrated advancement strategy that engages broad stakeholders; strengthens the SBP brand and elevates impact-driven communications; and ensures robust revenue growth to support the organization's mission. This role demands a bold and dynamic leader who can diversify and grow SBP's base of philanthropic support, sharpen SBP's voice in the sector, and position the organization for its next phase of impact and growth.

THE ORGANIZATION

SBP is a national nonprofit organization dedicated to helping communities shrink the time between disaster and recovery by rebuilding homes, increasing resilience, and improving policies to better serve the needs of survivors.

With a footprint spanning multiple U.S. regions, SBP **solves the challenges facing at-risk communities** and scales impact with a proven model that brings the rigor of business and innovation to reduce risk, create resilient communities, and streamline recovery. By taking this holistic approach, SBP **prepares** individuals, communities and organizations to mitigate risk and speed recovery; **shapes** federal policy and system change and state and local disaster recovery programs to be more efficient and effective; **builds** resilient communities efficiently and effectively; and **shares** its proven model and approach with others.

For more information about SBP's programming and impacts, please visit www.sbpusa.org.

THE ROLE

Key areas of focus for the Chief Advancement Officer will include:

Strategic Leadership

- In partnership with the Chief Executive Officer, define and execute a comprehensive advancement strategy that is aligned with SBP's strategic priorities.
- Ensure that communications and fundraising efforts are tightly integrated, reinforcing SBP's core narrative, impact, and brand positioning.
- Set revenue and engagement goals; monitor progress and adjust strategies to meet targets.
- Lead, mentor and grow a high-performing advancement team.

Fundraising and Revenue Generation

- Oversee the development of all philanthropic revenue streams for SBP, inclusive of major gifts, corporate support, and private foundation support, with a goal of raising in excess of \$18M annually.
- Expand and diversify SBP's prospect pipeline and donor base.
- Refine a moves management and donor segmentation strategy to maximize lifetime value of supporters.
- Ensure effective donor stewardship and retention practices.
- Manage strategies related to advancement events, inclusive of volunteer engagement opportunities.
- Manage the research and analysis of funding sources and trends, with foresight, to help position SBP ahead of major funding changes or trends.
- Work closely with the Chief Executive Officer to engage and mobilize SBP's Board of Directors in fundraising efforts.

Communications and Marketing

- Lead the activation of SBP's evolving brand voice and narrative platform.
- Oversee the creation of compelling public-facing collateral, digital content, and multimedia assets that amplify SBP's mission and impact.
- Collaborate with programs and operations teams to surface impact data and stories for external audiences.
- Build SBP's visibility and thought leadership in the disaster recovery and resilience sector through public advocacy, media relations, and strategic partnerships.
- Promote SBP's work to diverse audiences, including the media, policy makers, political leaders, NGO partners, and donors.
- Manage internal communications.

THE CANDIDATE

- Minimum of 10-12 years of progressively responsible experience in development, communications, and/or related leadership roles, with a record of measurable success.
- Proven experience recruiting, managing, developing, and mentoring high-performing teams.
- Demonstrated ability to design and implement strategic development and communications plans that advance organizational goals.
- Exceptional written, oral, and interpersonal communication skills, with the ability to convey complex issues clearly and persuasively to varied audiences.
- Strong strategic, analytical, and operational planning skills, including experience using metrics to evaluate performance and results.
- Flexible, adaptable, and collaborative leadership style; capable of balancing high-level strategy with hands-on execution in a fast-paced, evolving environment.
- Highly organized, detail-oriented, and able to manage multiple priorities and deadlines with initiative and accountability.
- Commitment to SBP's mission.
- Bachelor's degree required; advanced degree preferred.

SALARY, LOCATION, AND BENEFITS

Salary for the role is commensurate with experience; the salary range is \$200,000 to \$240,000. The Chief Advancement Officer must be located in, or willing to relocate to, the Greater New Orleans area.

TO APPLY

SBP is partnering with The Jones Group of New Orleans to identify the organization's next Chief Advancement Officer. Applications, including a resume and cover letter; nominations; and inquiries should be submitted via email to Brinkley Serkedakis at brinkley@thejonesgroupnola.com. No calls, please.

SBP is an equal opportunity, affirmative action employer and is committed to providing access, equal opportunity and reasonable accommodation for individuals with disabilities in employment, its services, programs, and activities. All qualified applicants will receive consideration for employment without regard to age, race, color, religion, gender, creed, national origin, physical or mental disability, marital status, veteran status, disabled veteran status, or status as a member of any other protected group or activity.