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NONPROFIT
SEARCH GROUP

EXECUTIVE SEARCH
FOR
DIRECTOR OF DEVELOPMENT

Gulliver





THE OPPORTUNITY

The Nonprofit Search Group invites you to explore an exciting opportunity at Gulliver in Miami, Florida. The Director of Development will first and foremost be a development professional of exceptional skill, extraordinary experience. He or she will have the opportunity to partner with a dynamic new Vice President for Institutional Advancement, an engaged board and school community to elevate the philanthropic support at this inclusive independent school. Gulliver is financially very strong with an annual operating budget in excess of \$75 million and full enrollment.

GULLIVER



Established in 1926 by Arthur Gulliver in Coconut Grove, Gulliver Academy was likened to the prestigious academies of the northeast and initially attracted families who wintered in Florida.

In late 1953, Marian Krutulis purchased the school. A pioneer in education, Mrs. Krutulis envisioned Gulliver as a grand home where both student and teachers would feel part of a caring, inspiring family of learners. Over the course of 25 years, she relocated the academy to Coral Gables, built a prep school for high school students in Pinecrest and achieved 'Blue Ribbon School of Excellence' designation by the US Department of Education, which earned Gulliver its distinction as a premier educational institution.

In 2000 Gulliver became a non-profit. Today, Gulliver serves approximately 2,200 students in Grades PreK3 – 12 on four campuses. Despite its significant growth over the last 60 years, Gulliver still upholds Marian Krutulis' vision to maintain the physical and social-emotional health of its students and trains them to become people of integrity in everything they say and do.



Gulliver encompasses 40 lush, tropical acres in Miami-Dade County, with four campuses all located within a three-mile radius. Originally envisioned as a “grand school home,” the warm, familial environment blends with updated, modern amenities.

Small classes enable teachers to meet students’ individual needs, and expansive course offerings both nurture and challenge students. Opportunities to build upon foundational learning are abundant; students can choose from myriad signature programs, including engineering, biomedical sciences, international business, architecture, and marine sciences field studies, as well as honors, AP, IB courses. Gulliver prepares students with the skills and knowledge to become inspired leaders. Extracurricular activities are virtually limitless; community service organizations and interest groups thrive on all campuses; and Gulliver’s athletic program has achieved success at all levels of competition. In fact, Gulliver features more athletic teams, student activities and clubs than any other independent school in South Florida.

The Strategic Vision and Plan for Gulliver is the result of a community-wide effort started in November 2015, and it represents the school’s collective commitment to keep Gulliver at the forefront of teaching and learning well into the future.

LEADERSHIP



Clifton L. Kling is Gulliver’s first-ever President and Chief Executive Officer. Before joining Gulliver, Mr. Kling served since 2014 as President of Jackson Academy, Mississippi's largest independent school and a recognized leader in progressive education, with 1,200 students in grades K3 through 12.

"Cliff Kling is a visionary leader who will inspire our community and drive us to the highest academic and organizational standards," said Jocelyn F. Woolworth, Chair of the Gulliver Board of Trustees. "We believe this new leadership position will have great benefits for our students, faculty and staff, and will allow us to continue attracting the best and brightest teachers and staff, and the most engaged students and families."

As President of Gulliver, Mr. Kling will support the implementation of the strategic plan and embolden the strategic vision for the future. His responsibilities will include setting the strategic direction of Gulliver, with a focus on planning and implementing major facilities projects;

enhancing and elevating marketing, communications and fundraising efforts; and deepening the school's community, corporate, and foundation relations.

Holding both a Juris Doctor degree and CPA designation, Mr. Kling is a graduate of Georgetown University and the University of Mississippi School of Law and is a highly accomplished administrator and educator. In 17 years at Jackson Academy, first as Chief Financial Officer and General Counsel, and then as President, he developed a broad strategic plan for the school, organized the doubling of the size of its campus, and raised record amounts of philanthropic support.

Jay Goulart



Jay is an industry thought leader and has over 20 years' experience leading advancement in independent schools. He has a demonstrated track record for producing measurable institutional impact and has been successful in every school he has served. Jay's strategic and creative approaches have attracted international attention from all non-profit segments in the disciplines of solicitation, communication models, and customized stewardship. He is the architect of the Family of Funds annual fund concept that has been embraced by hundreds of independent schools and is a ten-year faculty member and chair of the Council for Advancement and Support of Education (CASE) Summer Institute for

Independent Schools

DIRECTOR OF DEVELOPMENT

The Director of Development will work with the Vice President to implement a comprehensive, goal-based, long and short-term plan for institutional advancement. This will include overseeing annual giving. This position reports directly to the Vice President

AREAS OF EMPHASIS

- Become knowledgeable about Gulliver and its priorities in order to communicate those priorities effectively to prospects;
- Develop, implement, manage and maintain established strategies to obtain major gifts;
- Achieve agreed upon revenue goals;
- Prepare personalized correspondence to prospects in a timely manner;
- Manage a portfolio and oversee the identification, cultivation, and stewardship of major gift prospects and donors, including current and alumni parents, and alumni;
- Work with the Vice President to determine the funding required to meet current and future institutional needs;

- Maintain collaborative working relationships with other members of the team to ensure maximum support for marketing, communications, and fundraising throughout the organization;
- Maintain accurate and timely records of all prospect interaction in Raiser’s Edge;
- The job has a variety of tasks and is dynamic and changing; this person must be flexible.

Personal Attributes

- A person who will commit wholeheartedly to the mission and vision of Gulliver and is excited about becoming a part of the daily life of the community;
- A proactive self-starter who thinks broadly and sees the “big picture;”
- A person who has an aptitude for working with a multi-cultural, diverse international school community;
- An engaging individual who develops rapport quickly and builds relationships with ease.

Experience

- Bachelor’s degree, an advanced degree a plus;
- Eight or more years of development experience in increasingly responsible roles in a complex development program;
- Demonstrated track record of successful frontline fundraising for an independent school, institution of higher education, or other not-for-profit organization;
- Exceptional planning skills, goal driven, and detail-oriented; and the ability to set and meet deadlines;
- Excellent communication skills, both written and oral;
- Strong interest in education, with independent school experience preferred.

LOCATION

Gulliver is located in Miami, Florida. A major transportation and business hub, Miami is a leading resort and Atlantic Oceanport situated on Biscayne Bay at the mouth of the Miami River. The Everglades area is a short distance to the west. Greater Miami, the state’s largest urban concentration, comprises all of the county, which includes the cities of Miami Beach (across the bay), Coral Gables, Hialeah, North Miami, and many smaller municipalities and unincorporated areas; together, these make up the southern section of Florida’s “Gold Coast.” The downtown skyline of Miami features a contemporary look, with a large collection of gleaming glass-walled skyscrapers accented with neon lighting at night. The Brickell neighborhood, just south of the city’s historic central business district, became one of Miami’s fastest-growing neighborhoods and is the city’s major financial district. More than 70 percent of the population is Hispanic/Latino. Indeed, the city’s close relationship to Latin America is especially well represented in its ethnic neighborhoods. The Little Havana district, just west of downtown, developed as a largely Cuban enclave within the city. Little Haiti, to the north of

downtown, developed as a primarily Haitian neighborhood after refugees began arriving in the city in the 1990s. The city is also a center of international banking and finance, business services, manufacturing (including apparel, medical equipment, pharmaceuticals, printing, and metal products) and international commerce. The Port of Miami handles international shipping and is a world leader in cruise ship operations.

The Miami metropolitan area has many institutions of higher education, including the University of Miami in Coral Gables, Barry University in Miami Shores, St. Thomas University, Florida Memorial College, International Fine Arts College, Miami-Dade Community College, and Florida International University. Other interests include the site of the National Hurricane Center operated by the National Oceanic and Atmospheric Administration (NOAA). Nicklaus Children's Hospital, Jackson Memorial Hospital, Baptist Health, and the University of Miami Hospital are among the city's major medical complexes. The city is a world leader in marine study, including the famed University of Miami-affiliated Rosenstiel School of Marine and the Atmospheric Science and oceanographic laboratories of NOAA.

APPLICATION PROCEDURE

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

Nominations and confidential inquiries made to:

Susie Delaporte
Nonprofit Search Group
Harrison House
17 Village Road - PO Box 188
New Vernon, NJ 07976
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Gulliver is deeply committed to the principles of equity and diversity and seeks to create an inclusive community for all faculty, staff, and trustees. Gulliver is an Affirmative Action/Equal Opportunity employer.