

Girls Incorporated of New Hampshire seeks CHIEF EXECUTIVE OFFICER

Overview

Founded in 1974, Girls Incorporated of New Hampshire is seeking to hire a dynamic Chief Executive Officer. The mission of Girls Inc. of New Hampshire is to inspire all girls to be Strong (through healthy living), Smart (through education), and Bold (through independence). As part of a national organization, Girls Inc. of NH has access to resources, training and research-based curriculum.

Each year, Girls Inc. of NH provides thousands of girls with life-changing experiences and solutions to the unique challenges they face. The Girls Inc. Experience consists of people, an environment, and programming that, together, empower girls to succeed. Trained staff and volunteers build lasting, mentoring relationships in girls-only spaces that are physically and emotionally safe and where girls find a sisterhood of support with shared drive, mutual respect, and high expectations. Hands-on, research-based programs provide girls with the skills and knowledge to set goals, overcome obstacles, and improve academic performance. Informed by girls and their families, Girls Inc. also works with policymakers to advocate for legislation and initiatives that increase opportunities for girls. At Girls Inc., girls grow up healthy, educated, and independent.

Girls Inc. programs address math and science education, pregnancy and drug abuse prevention, media literacy, economic literacy, adolescent health, violence prevention, careers and leadership, and sports participation. Programming takes place at 2 year-round Girls Centers (Nashua and Manchester) and in dozens of schools across the state.

We are excited to welcome to our organization an enthusiastic leader with an unstoppable passion for enabling others to be the best they can be. A great addition to our team will have extraordinary emotional intelligence, be persuasive and have the leadership capability to manage and strategically grow the organization. Our CEO will leverage his/her unique balance of financial and operational acumen with an entrepreneurial approach to drive the creation of amazing programming and the funding to support it.

Role and Responsibilities

Reporting to the Board of Directors, the CEO is responsible for providing vision, leadership and management to the Girls Inc. of NH organization.

Above all, the CEO is charged with crafting and leading the implementation of a fund raising strategy and growing resources to build and sustain our organization in communities across the state of New Hampshire. This will entail cultivating relationships with current and potential donors – including individuals, corporations and other institutions, current and prospective board members and volunteers as well as representatives of local government and community-based organizations. Working closely with the board and staff,

the CEO will develop and implement the annual goals designed to achieve the short- and long-term strategic priorities for Girls Inc. of NH.

Fundraising

- Design and drive fundraising and development efforts with a view to diversifying funding streams to support existing program operations and expand capacity to implement the strategic plan.
- Continue to strengthen relationships with existing donors, while expanding the donor base to include new annual giving and major gift prospects.
- Identify new grant opportunities.
- Lead ancillary revenue generating programs which include a Nashua based preschool, dinner club and catering programs in Nashua and Manchester communities.

Communicator/Ambassador

- Raise Girls Inc. of NH's visibility as a leader in the field of youth development. Be a proactive and effective ambassador to all external stakeholders including but not limited to funders, partners, the youth development community, school administration, media, government and other community-based organizations.
- Interface effectively with members of the Girls Inc. national organization. Be knowledgeable in their strategy, practices, resources, etc. Leverage the resources available for the benefit of our local affiliate.
- Effectively communicate goals and outcomes to the board, funders, and other stakeholders.

Leadership

- Provide day-to-day leadership, oversight and direction to the staff and volunteers. Lead, coach, develop, motivate and inspire the staff and volunteers to support our mission and work.
- Sustain a positive work environment by maintaining a culture of openness, collaboration and cooperation.
- Collaborate with the board in defining the strategic direction and priorities. Oversee and support the active engagement of board members, funders, volunteers, event committees, and partner organizations.
- Hold team accountable to deliver program commitments with programmatic excellence.

Board Development

- Develop, maintain, and support a strong board. Serve as ex-officio member of each board committee.
- Proactively seek and strengthen board involvement to ensure long-term success and viability.
- Identify and develop relationships with potential board members and volunteers.

Requirements and Qualifications

- College degree required, preferably in a relevant discipline such as non-profit management or educational administration.
- Minimum of 8 years of leadership experience, with a track record of effectively leading outcomes-based programs, and fundraising experience that includes securing funding from diverse sources.
- Proven successful experience building upon existing donor relationships and form new donor relationships on a regular basis.
- Collaborate with other organizations and groups within the community to build partnerships and enhance fundraising activities.
- Exceptional speaking, writing and presentation skills; a compelling and passionate communicator with excellent interpersonal skills.
- Strong understanding of marketing and public relations and the skills to engage a wide range of stakeholders and cultures.
- Strong leadership skills and qualities and the ability to effectively lead, manage, coach and develop a high performing team of senior leaders and staff members.
- Strong financial acumen. Prior experience managing an operating budget is required.
- Superior organizational skills and ability to leverage talent on the team and juggle multiple competing priorities.
- Ability to think strategically, translate strategy to executable plan, while also having a hands-on approach to getting things done.
- Excellent judgment.
- Personal qualities of integrity, self-awareness, positive attitude, mission-driven, and self-directed.

Preferred Skills/Experience

- Previous experience working with a Board of Directors, as board member or key partner to a BOD.
- Advanced degree in education, youth development or other relevant field is highly desirable.

Salary Range: \$115,000-\$135,000; commensurate with capability and experience.
Competitive benefits package.