



Executive Director, HandsOn Central Ohio

About HandsOn

HandsOn Central Ohio (HOCO) inspires, equips and mobilizes people to create meaningful change in their lives and in their community. As the central Ohio affiliate of the HandsOn Network, HOCO serves as a community connector, pulling together Central Ohio's social service organizations to provide resources that address basic human needs, all while supporting collective impact initiatives surrounding Central Ohio's most complex social issues. A comprehensive information and referral line provides information on thousands of social service, government and community resources – help find a solution to any need. Free and confidential, 2-1-1 is available throughout Franklin County 24 hours a day, seven days a week.

For more detailed information about the organization, please visit: www.handsoncentralohio.org

Position Summary:

The Executive Director must be a dynamic individual who recognizes both the existing strengths of the organization and its possibilities for greater impact. We seek a creative, entrepreneurial person with the vision and strategic skills to become a transformational leader to help strengthen the organizations' position in the community and make an impact in the community. This will involve bringing a network of relationships that will support the agency's work by providing financial support, volunteer leadership, strategic partnerships for service delivery, volunteer engagement innovation; knowledge building and sharing; network building; brand development; sustainability; and capacity building.

The Executive Director will lead a team of 3 executive level full-time staff with a total staff ranging from 20-30 full and part-time staff and volunteers. The Executive Director will work closely with the internal HOCO departments; Community Insights, Community Engagement and Strategic Partnerships and Administration.

The Executive Director will interact extensively with funders and community leaders. She/he will spend significant time raising resources and building partnerships and awareness for the organization's mission and work.

RESPONSIBILITIES

Strategic Leadership and Growth

- Create, articulate and implement a vision for the successful execution of HOCO's strategy for consistently meeting performance goals, preparing for continued program growth and inspiring a high performance team
- Expand upon business development efforts throughout Central Ohio to deepen the network of donors, corporate partners and community based organizations that will drive local organizational success
- Interface regularly with the HandsOn Network National Leadership team to ensure site level alignment with broader national goals
- Be an active member of the Central Ohio community and broader conversation around creating a national movement toward increasing volunteerism and emergency response.
- Work closely with the HOCO Board of Directors

External Relations

- Identify, cultivate and steward relationships with senior leaders of targeted corporate partners to secure access to internship opportunities for students
- Deepen and expand relationships with local institutions reinforcing HOCO's role as a critical human service organization in Central Ohio
- Develop and maintain relationships with all other constituencies, including donors, volunteers, corporate partners and community organizations
- Raise HOCO's profile through marketing and one-on-one networking with key stakeholders, media outlets and the general public



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Fundraising

- Identify, cultivate, steward, and close new individual, foundation, and corporate donor investments
- Expand on established relationships—both individually and through management of the development team—to raise funds (**approximately \$2.4 million annually**) to ensure annual operating expenses are covered and program expansion financed#
- Continue to secure in-kind corporate and individual donations
- Maximize the local market potential for the benefit of HOCO

Management, Operations, and Program Development

- Recruit, lead, manage, inspire and mentor personnel, including program and operations staff and volunteers
- Understand and maximize the performance of every component of the HOCO program activities to ensure that they operate at the highest level of performance and meet program outcomes
- Maintain and enhance a trusting, supportive, and professional environment for staff, volunteers and partners

Qualifications and Attributes:

- A passion for working with human service organizations, a resolute belief in the power of volunteerism and a strong commitment to HOCO's mission
- 5-7 years of broad senior level experience with at least 3 years in a management role in the private or nonprofit sectors with demonstrated success delivering ambitious sales, fundraising and/or partnership goals
- Leadership experience and style that is transparent and authentic and demonstrates innovation and creativity
- Ability to inspire and connect staff, volunteers, partners, donors and volunteers on behalf of HOCO's mission
- Proven success cultivating and securing large philanthropic investments
- Exceptional track record of growth and strategic planning, as well as operational results
- Experience in a fast-paced, dynamic, complex organization and/or entrepreneurial environment
- Proven track record of initiating, cultivating, and managing relationships with key constituencies in Central Ohio, including knowledge of corporations, foundations, and institutions of higher education
- Outstanding communication skills, with the ability to build, cultivate and leverage personal and professional networks and relationships, develop and deliver successful presentations, and collaborate and negotiate effectively
- Bachelor's degree required

Compensation: Salary will be competitive and commensurate with experience.

To apply:

E-mail cover letter and resume to:

HOCO ED Search Committee

C/o: Aaron McClendon

Limited Brands, 2 Limited Pkwy, Columbus, OH 43230

Amclendon@lb.com

Resumes must be received by: July 15, 2019