



REGIONAL EXECUTIVE DIRECTOR WEST REGION

Location: Los Angeles or San Francisco

ORGANIZATION OVERVIEW

Team IMPACT is a rapidly growing national nonprofit that connects children facing serious or chronic illnesses with college athletic teams, forming lifelong bonds and life-changing outcomes. Through Team IMPACT, a child battling illness becomes an official (non-playing) member of a college athletic team, attending practices, games, team dinners and more. After two years with the team, the child graduates from the program with demonstrated improvements in their optimism, confidence, and sense of belonging. Parents and siblings gain a community of support and a distraction from medical realities, and student athletes gain invaluable inspiration and perspective that will be carried with them long after graduation.

Team IMPACT has matched over 2,000 kids on over 700 campuses; 50,000 student athletes have participated in the program. Founded in Boston in 2011, Team IMPACT has since grown to have regional offices in Philadelphia, California, and Chicago, with plans for additional region growth in the future. In the West region, we have over 100 matches at partner schools including Stanford, Oregon, USC, UCLA, UC Berkeley, Washington, Arizona, Arizona State, and Utah.

Team IMPACT is an equal opportunity employer, committed to cultivating an environment where diverse perspectives and backgrounds are embraced, and acknowledging that a team reflecting diversity will allow us to serve our communities better. To that end, we welcome and encourage applicants to bring their authentic selves when considering employment opportunities at Team IMPACT without fear or concern of discrimination/harassment.

POSITION SUMMARY

We're seeking a dynamic, passionate, and entrepreneurial Regional Executive Director (RED) to lead our continued growth in the West region. Reporting to the National Director of Regional Strategy, this leader will have primary accountability for Team IMPACT's goals related to program-impact and funding sustainability. S/he will serve as the face of our organization in the region, building and maintaining relationships with our stakeholders and partners in college athletics, the medical community and the philanthropic community. Additionally, the Regional Executive Director will manage a Regional Advisory Boards based in Los Angeles and San Francisco while continuing to build our funding base throughout the region. S/he will build upon a strong major gift program, create corporate partnerships and lead signature events. The Regional Executive Director will grow the organization's brand awareness and media partnerships, with the support of the National Marketing Team. S/he will oversee our West team, and will be supported by a team of fundraising, program, operations, and finance staff in our

National Office. Lastly, s/he will benefit from the expertise of a peer community of Regional Executive Directors throughout the country with a focus on sharing best-practices and innovations.

This is a fantastic opportunity for a driven and inspiring leader to play a critical role during a time of extensive national growth as we scale up to create life-changing relationships for kids and families that need them most.

JOB RESPONSIBILITIES

In order to grow our work and bring Team IMPACT to as many children and families facing serious and chronic diagnoses as possible, this hire will:

- Reach/exceed ambitious fundraising goals while building on Team IMPACT's successful major gift strategy, corporate partnerships, and signature events.
- Manage the West program team and deepen our medical and athletic partnerships; increase the number of matches made in-region while maintaining exceptional programmatic outcomes.
- Lead high-performing Regional Advisory Boards based in Los Angeles and San Francisco and drive the groups towards goals related to fundraising, partnerships and matches
- Represent Team IMPACT externally and cultivate a network of relationships within each of our stakeholder audiences including the private-sector, philanthropy, sports, and media.
- With the support of the National Marketing Team, increase Team IMPACT's brand awareness in the Midwest region by building strong local media partnerships, working with sports information directors at partner schools and collaborating with local children's hospitals.
- Continue building donor bases in other hubs throughout the West region.
- Participate actively in the Team IMPACT's learning-community of regional leadership and national staff to share best practices and innovations while adding to a strong, unified organizational culture.
- In partnership with our national development team, support third-party fundraising efforts on campuses and through marathons, young professionals' events, etc.
- Oversee our Student Athlete Fellowship program in the region.
- Serve as a national leader and participate in the decision-making and strategic- planning that fuels our expansion.

QUALIFICATIONS:

As incoming Regional Executive Director, you will possess many, though perhaps not all, of the following characteristics and qualifications:

- Passion for Team IMPACT's mission and the families and student athletes we serve.
- A successful track record in entrepreneurial or high-growth environments; motivated by the opportunity to build and grow ideas, initiatives, or organizations.
- A track record of fundraising from a variety of sources; specific expertise in major gifts, individual giving, and/or corporate partnerships highly preferred
- Highly attuned instincts for authentic donor stewardship
- Experience and relationships in the Chicago philanthropic and corporate sectors
- Superb verbal and written communication skills and the ability to serve as the face of Team IMPACT to diverse external audiences.

- Driven, creative, entrepreneurial, and ambitious. A magnet for relationships and resources
- Strong staff management experience and instincts
- A belief in the power of sports teams as a vehicle for mentorship, social-emotional development, confidence, joy, camaraderie, and connection
- A commitment to the power of diversity and inclusion in all its forms- race/ethnicity, ability, gender, and every form of identity

BENEFITS

Team IMPACT offers a competitive salary and benefits, including health insurance, 401k w/match, and a generous PTO structure, and position title(s) that are all commensurate with experience and skills. Team IMPACT's main headquarters are in Marina Bay in Quincy, Massachusetts, a few miles outside of Boston. This position is currently remote and required to be performed in the West region.

Team IMPACT was certified as a Great Place to Work in 2021, the global authority on workplace culture. Come join our amazing team! [Working at Team IMPACT | Great Place to Work®](#)

HOW TO APPLY

Please email a **resume and thoughtful cover letter**, outlining how your skills and experience meet the qualifications of the position and stating how you heard about this opportunity, in Word or PDF format, to Careers@TeamIMPACT.org. Please note Regional Director of Programs, West in the subject line. Materials can be addressed to Kevin Flynn, Director of Regional Strategy. Applications for this position will be reviewed on a rolling basis.