



REGIONAL DIRECTOR PROGRAMS WEST REGION

ORGANIZATION OVERVIEW

Team IMPACT is a national nonprofit that promotes healthy social and emotional development for children and families struggling with the emotional trauma that comes with fighting life-altering diagnoses and chronic illness. Team IMPACT is the only nonprofit that leverages team camaraderie to ensure sick kids develop socially and never feel alone. Our unique 2-year program drafts children onto college athletic teams across the country. Based on a clinical model, it ensures each has the personalized game plan they need to win – effectively building confidence and independence. The team provides an extended support network for the children and their families using a strengths-based, future-focused perspective. Even the most advanced treatments don't stop kids from being treated differently. We believe in Getting All Kids in the Game.

To date, Team IMPACT has matched over 2,650 kids on over 750 campuses, and 65,000 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 110 matches at schools including UCLA, USC, Stanford, UC Berkeley, University of Arizona, University of Washington, University of Oregon and University of Colorado. We partner with dozens of pediatric hospitals and referral partners including Mattel Children's, CHLA, Rady Children's, Lucile Packard Children's, Benioff Children's, HopeKids and The Painted Turtle.

Team IMPACT is committed to advancing health equity and cultivating an environment where diverse perspectives and backgrounds are embraced. Building a diverse team in every sense of the word allows us to make better decisions, build a strong organization, and better serve all our communities. To that end, we welcome a diverse pool of applicants, and we encourage everyone to bring their authentic selves to this hiring process and to their role at Team IMPACT.

POSITION SUMMARY

Located in the Los Angeles area, the Regional Director, Programs (RDP) will report to the Regional Executive Director and play an integral role in all facets of Team IMPACT in our West Region. They will serve as the highest-level relationship builder for our medical and university partners and charged with growing our impact by recruiting as many families and teams into the program as possible. The RDP will be the face of the region to our many medical referral partners (hospitals, camps, schools, etc.). In addition, the RDP will build new relationships with our college & university participants. They will lead our MVP Program- groups of current and former Team IMPACT parents charged with recruiting more families for the program and helping us achieve our regional goals.



The ideal candidate is entrepreneurial, is driven by ambitious goals and has experience in business development or creating partnerships, preferably within the healthcare system.

KEY RESPONSIBILITIES

- Create strategies and build relationships with medical partners (hospitals, camps, schools, etc.) to increase referrals and serve more kids and families.
- Build strong relationships with like-minded nonprofit organizations that serve similar populations to ours in order to create referral partnerships and provide value to their communities.
- Identify additional campus partner targets and work with Athletic Department administration to enter a formal partnership. Manage our campus partnership program to ensure each campus partner is delivering on the expectations of the partnership and is satisfied with the value they're getting and the impact on their student athletes.
- Partner closely with West Regional Team and Case Managers to ensure families are having an exceptional experience from first point of contact through graduation.
- Work with the West Regional Executive Director to help connect donors to our program and have them experience the power and impact of our matches first-hand. Represent the program and our participants to Advisory Boards, individual donors, foundation, and corporate partners as needed.
- In partnership with our Student Athlete Development team, manage our Team IMPACT Fellowship program in the West. Our fellowship program is a growing team of on-campus student athlete leaders who in addition to serving as mentors also help run the program on campus, assist in the execution of partnership deliverables when appropriate, and receive training on leading through empathy and inclusion.
- Represent Team IMPACT at events throughout the West including signing days, Team IMPACT campus awareness events, conferences and presentations to medical partners.
- Play a leadership role within the peer learning community of Team IMPACT Program Directors in our Midwest, Mid-Atlantic and Northeast regions.

QUALIFICATIONS

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

- Proven business development experience or experience creating partnerships within healthcare environments.
- Excellent communication skills and experience presenting to external audiences.
- Entrepreneurial skillset and motivated to hit ambitious growth targets.
- Ideal candidates will be driven by the quantitative metrics and goals associated with the role and the qualitative, personal experience and satisfaction of each child and team in our program.



- Highly collaborative with ability to manage the involvement of multiple internal and external stakeholders in order to achieve goals.
- Belief in Team IMPACT's mission, the power of team, and the power mentoring.

BENEFITS

Team IMPACT offers a competitive salary and benefits, including health insurance, 401k w/match, and a generous PTO structure, all commensurate with experience and skills.

Team IMPACT was certified as a **Great Place to Work** in **2022, 2021** and **2020: [Working at Team IMPACT | Great Place to Work®](#)** and was named one of **Front Office Sports' Best Employers in Sports**, recognizing our organization for doing the best for our team based on objective measures and employee feedback. Remote work is available to those outside of our region. Team IMPACT's main headquarters are located in Marina Bay in Quincy, Massachusetts, a few miles outside of Boston. This position will be remote but the selected candidate must be located in the greater Los Angeles area to handle job duties.

HOW TO APPLY

Please click [here](#) and attach a resume and cover letter. Materials can be addressed to Sarah Sapiro, Regional Executive Director. Applications for this position will be reviewed on a rolling basis.