



Regional Director Programs– South

Location: Dallas

ORGANIZATION OVERVIEW:

Team IMPACT is a national nonprofit that promotes healthy social and emotional development for children living with serious and chronic illnesses, by matching them with college athletic teams. The team provides an extended support network for the children and families using a strengths-based, future-focused perspective. This two-year therapeutic mentoring program provides children with a true sense of belonging and focuses on building confidence and resilience while encouraging healthy behaviors.

To date, Team IMPACT has matched over 3,000 kids on over 750 campuses nationally, and 75,000 student athletes have participated in the program. Founded in Boston, MA in 2011, Team IMPACT has regional offices in Philadelphia, Los Angeles, Chicago, and Dallas.

The South region partners with colleges and universities including the University of Houston, Rice University, LSU, University of Oklahoma, Texas Tech, TCU, Tulane University and Texas A&M. Partnerships with medical facilities, pediatric hospitals and referral partners include but not limited to Texas Children's, Scottish Rite, Dell Children's, Make-A-Wish, Arkansas Children's, New Orleans Children's, and Children's Hospital at Saint Francis (OK).

POSITION SUMMARY:

The Regional Director Programs (RDP) will report to the Regional Executive Director- South and play an integral role in all facets of Team IMPACT operations in the south region. The Regional Director Programs will have a direct relationship and will be the key contact with medical facilities and university partners and will be responsible for growing Team IMPACT's presence through recruiting families and athletic teams into the program. The Regional Director Programs will be the key contact for the region's medical referral partners (hospitals, camps, schools, etc.). In addition, the RDP will source and build new relationships with colleges and university participants and will lead the MVP Program, comprised of current and former parents who assist with recruiting families into the program. The ideal candidate must have an entrepreneurial focus, is driven, goals oriented and have previous experience in business development and building partnerships, preferably within the healthcare system.



KEY RESPONSIBILITIES

- Create strategies and build relationships with medical partners in the south region to increase match referrals and increase program participation.
- Build strong relationships with like-minded nonprofit organizations that serve similar populations to create referral partnerships and provide value to the communities.
- Identify and recruit additional campus partners and work with college Athletic Departments Administration and build a formal partnership relationship.
- Cultivate and manage exceptional campus partnership programs, participation satisfaction and an outstanding impact on student athletes.
- Partner with the South Regional Team and Case Managers to ensure families have a positive experience through the lifecycle of the match process, through graduation.
- Collaborate with the Regional Executive Director-South to ensure donors audiences understand all aspects of the program while interacting with matches, and families.
- Represent the program and participants to Advisory Boards, individual donors, foundation, and corporate partners as needed.
- Partner with Student Athlete Development team and manage Team IMPACT's Fellowship program in the South region.
- Represent Team IMPACT at events throughout the South region including draft days, campus awareness events, conferences, and presentations to medical partners.
- Demonstrate a leadership role and contribute to the peer learning community of Team IMPACT's Program Directors in all regions.

QUALIFICATIONS:

- Proven business development experience.
- Previous experience creating partnerships within healthcare environments.
- Excellent communication skills both oral and written.
- Excellent presentation skills internal and external.
- Possess an entrepreneurial mind and skill set and is motivated to achieve ambitious goals.
- Must be driven by the quantitative metrics and goals, and qualitative program success.
- Highly collaborative with the ability to manage internal and external stakeholders.
- Must be goal oriented.
- Belief in Team IMPACT's mission, vision, and the power of team and mentoring.



BENEFITS AND CULTURE

Team IMPACT offers a competitive salary and benefits, including health insurance, 401K w/match, and generous Paid Time Off. All positions commensurate with experience and skills. 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®](#)

Team IMPACT is committed to diversity, equity, belonging and inclusion and invites candidates meeting all ethnic backgrounds, including those from underrepresented groups to apply. Recognizing that diverse teams allow us to make better decisions, build a stronger organization, and better serve our communities while we seek to advance Health Equity in cultivating an environment where diverse perspectives and backgrounds are embraced. We welcome a diverse pool of applicants and encourage everyone to bring their authentic selves to this hiring process and to this role at Team IMPACT.

HOW TO APPLY:

Candidates are asked to click [here](#) and submit a resume and cover letter, outlining skills and experience meeting the qualifications for the position, in Word or PDF format. Application materials can be addressed to Courtney Echols, Regional Executive Director - South. Applications will be reviewed on a rolling basis.