



## Regional Executive Director, West Region

### **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.

In the West region, we have over 125 matches at partner schools including UCLA, USC, Stanford, UC Berkeley, Arizona, Arizona State, Colorado, Washington, and Oregon.

### **POSITION SUMMARY**

Team IMPACT is seeking a dynamic, passionate, and entrepreneurial Regional Executive Director (RED) to spearhead 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; serve as the face of the organization in the west region, build and maintain strong relationships with stakeholders and partners in college athletics, the medical community and the philanthropic community. The Regional Executive Director will manage the Regional Advisory Boards based in Los Angeles and San Francisco while continuing to build Team IMPACT's funding base in hubs throughout the west region. The Regional Executive Director will build upon a strong major gift program, create corporate partnerships and lead signature events while growing the organization's brand awareness and media partnerships, with the support of the National Marketing Team. They will lead the West Region's team, collaborating with Fundraising, Programs, Operations and Finance staff in our National Office. The salary range for this position is \$140K – \$165K annually.

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.

### **KEY RESPONSIBILITIES**

- Reach and exceed ambitious fundraising goals while building on Team IMPACT's successful major gift strategy, corporate partnerships, and signature events.
- Build and grow major gifts, individual giving, and corporate partnerships.
- Partner with the national development team in supporting third-party fundraising efforts on college and university campuses, marathons, young professionals' events, etc.

- Manage the West Region program team and deepen relationships with medical and athletic partnerships.
- Collaborate with the National Marketing Team to increase Team IMPACT's brand awareness in the region, building strong local media partnerships, working with sports directors at partner schools and collaborating with local children's hospitals.
- Actively participate in Team IMPACT's learning-community of regional leadership and national staff sharing best practices, innovations and adding to a strong, unified organizational culture.
- Serve as a national leader participating in decision-making and strategic planning fueling Team IMPACT's expansion.

### **Relationship Building**

- Continue building donor bases in hubs throughout the West region.
- Represent Team IMPACT externally and cultivate a network of relationships with stakeholders in the private-sector, philanthropy, sports media, etc.
- Increase the number of matches made in-region while maintaining exceptional team and programmatic outcomes.

### **Board Management**

- Lead the high-performing Regional Advisory Boards based in LA and San Francisco and drive the groups towards fundraising, partnerships, and matches goals.

### **QUALIFICATIONS**

Passion for Team IMPACT's mission, families, and student athletes.

- A successful track record in entrepreneurial or high-growth environments.
- Must be driven, creative, entrepreneurial, and ambitious.
- Must be highly motivated to build and grow ideas, initiatives, and organizations.
- Demonstrated ability to fundraise from a variety of sources.
- Possess highly attuned instincts for authentic donor stewardship.
- Previous experience and relationships in the LA philanthropic and corporate sectors.
- Superb verbal and written communication skills.
- Possess the ability to interact with diverse audiences.
- Experience building and managing a team.
- 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.

### **BENEFITS**

Team IMPACT offers a competitive salary and benefits package, including medical, dental and vision insurance, 401k w/match, and generous paid time off; positions are all commensurate with experience and skills. Team IMPACT is headquartered in Quincy, Massachusetts. This position is a remote position.

Team IMPACT was certified as a Great Place to Work in 2021 and 2023, the global authority on workplace culture. Come join our amazing team! [Working at Team IMPACT | Great Place to Work®](#)

### **How to Apply**

Click [here](#) to apply, attach a resume, and cover letter, outlining applicable skills and experience meeting the qualifications for the position in Word or PDF. Hiring materials can be addressed to Kevin Flynn, National Director of Regional Strategy. Applications will be reviewed on an ongoing basis.

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 all 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.