

Regional Director Job Description



BACKGROUND

We are about the issues, ideas, and leadership that drive prosperity for future generations. Thinking forward, leading now. Gen Next is a mission-driven Membership network made up of accomplished and purposeful leaders—CEOs, entrepreneurs, and thought leaders—organized into chapters throughout the country. Gen Next educates them on critical long-term issues, and then rallies around high impact venture philanthropy and propelling great ideas and talent into government. Gen Next works closely with partners Gen Next Foundation and the Gen Equity PACs of Gen Next, respectively, to realize this shared vision.

We need a Regional Director of Membership to manage and develop the chapter of Members along our organization-wide initiatives, while aggressively and very selectively growing the Membership base. The Regional Directors are general managers of their chapters, and the role is all encompassing—from deploying new strategic and growth initiatives to event planning and operations—with strategic and operational support from headquarters. If you're entrepreneurial, high-performing, relationship driven, strategic, organized, and tons of fun, this role is ready for you.

VITALS

Director Level: The lead for your chapter. You'll report to the Managing Director of Membership.
Full Time: You'll be really busy—in the most rewarding way possible. Your friends will be jealous.
In your chapter: HQ is in Newport Beach, CA, but you'll be leading straight from the source in your chapter's city.

YOU'RE MOST LIKELY A FIT IF

- You are ready to take on the equivalent of a GM role, with the advantage of having the support of a national organization behind you. A pretty awesome combo.
- You're entrepreneurial, fun, intellectually curious, and passionate—and it shows
- Relationship building is like smooth jazz to your ears
- Organization, prioritization, and details are the name of your game... A critical point because there's a number of moving parts
- You can talk business, culture, politics—or quickly learn on the fly. Working with big personalities and successful people, you need to be current and know a bit about a lot
- You are a builder who can work autonomously, a true entrepreneur who owns and relishes responsibility
- You can create killer experiences, ranging from intimate outings to curated events, with ease
- You are used to delivering on numbers – and relish the opportunity to blow through expected metrics

THIS ISN'T FOR YOU IF

- You can't hold a conversation with c-suite execs, and public speaking gives you nightmares
- You lack the skill and maturity to deftly redirect strong personalities toward a unified objective
- Hosting events and business development aren't your cup of tea
- You aren't among the top five hardest workers you know, and you tend to be 9 to 5
- You struggle to flip the switch between in-the-weeds tactical work and high level strategy
- You take yourself too seriously and don't have a sense of humor

DETAILS

1. Grow your chapter by recruiting top notch individuals
 - Leverage and rally our network to grow our movement. We're hell bent on high-quality growth, and it's a major emphasis and key metric for this role
 - Work with the Managing Director of Membership to build a diverse, high caliber pipeline of candidates for Membership and efficiently and effectively enlist the best and brightest
2. Develop your chapter by onboarding, engaging, and activating your Members
 - Members are Gen Next's primary assets. Optimize the Membership experience along a budget:
 - o Plan and execute recurring world class events with high profile speakers, from content strategy to venue selection to speaker logistics

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- o Quickly integrate new Members by leading orientations and key Member introductions
 - o Build relationships with and between Members that deepen our community
 - Activate Members around our cornerstone initiatives by contributing their time, treasure, and talents
 - Engage your Members through the spectrum of Gen Next experiences—monthly events with renowned speakers, international trips to geopolitical hotspots, peer-to-peer leadership forums, and more
 - Shape and influence Members who will help you move the needle on your chapter-specific and organization-wide objectives around the impact of our mission and goals
3. Operate your chapter like a lean, high octane business
- Manage your chapter's infrastructure—tracking Member data, Member engagement, and Board level interactions, among other key performance indicators
 - Manage the budget of your chapter, and streamline processes to maximize the Membership experience and minimize associated costs
 - Work with the communications team and your chapter's board of directors to build out communications for your Members through our comms platforms, including our private Membership app

OUR ISSUES

You don't need to be an expert, but you do need to be open-minded and learn quickly!

- Mission-Driven Leadership: What's the leadership culture in the U.S.? Let's shape it.
- Economic Opportunity: Competitiveness, public debt, entitlements, workforce—fun stuff.
- Education Reform: A moral and economic issue. We need baller teachers, options for parents, etc.
- Global Security: American leadership, diplomacy, democracy, realpolitik, counter-extremism... Easy, right?

PERKS & BENEFITS

- Flexible, unlimited vacation policy. Freedom with accountability.
- Health/dental/vision/life insurance
- Books, other books, and book clubs. You'll get smarter.
- Hugs (Not a freakish amount, but yeah, we hug. Whatever.)
- Access to a world class network of entrepreneurs, influencers, and disruptors driven to have a lasting impact
- A cooperative, fun, high-performance team culture of striving to help you become the best version of yourself

A note to applicants: These are heavy, long-term issues that affect future generations. We need and want to surround ourselves with ambitious, happy warriors. If that's you, then join us!

Our interview process: You will likely talk with several people (10+), complete one or more written assignments, review case studies—all good stuff that will help you, and us, ensure that you'll be happy at Gen Next. Ready to roll?

NEXT STEPS

- Submit your LinkedIn profile along with a writing sample to kim@gennext.com
- Tell us why we resonate with you, and send us any questions or ambitious reasons why we should fall in love with you