

Regional Director, San Diego

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 – concentrated in eight markets and spread throughout the country. Gen Next educates and involves our Members on critical long-term issues (economic opportunity, education, and global security), rallies around high-impact venture philanthropy, and propels great ideas and talent into government. Gen Next works closely with partners Gen Next Foundation and the Gen Equity PACs of Gen Next to realize our shared vision.

We need a San Diego Regional Director to develop and lead Gen Next's community of Members in San Diego. You are both the face and the brains of customer success in your region, being a steward of our Members' legacies. The role is dynamic, drawing on high-impact customer engagement, relationship-based sales, and lifelong learning on big and challenging current events. If you're entrepreneurial, results-driven, love people, strategic, organized, and full of good vibes, this role is ready for you.

VITALS

Director Level: You'll report to the Chief Membership Officer.

Location: HQ is in Costa Mesa, CA, though you'll work remotely from San Diego.

YOU'RE MOST LIKELY A FIT IF

- You are a builder and self-starter who works autonomously and relishes the responsibility of being a leader of leaders.
- You are self-motivated but take direction well – a critical mindset when working remote.
- You are used to delivering on numbers (sales, fundraising, business development,) – and get a rush from surpassing expected metrics.
- 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. Working with big personalities and successful people, you need to be current and know a bit about a lot.

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 talent and conviction to realign people toward a shared mission or objective.
- Business development and account management aren't your cup of tea.
- You prefer the structure of set and consistent work hours – this role offers and requires flexibility.
- You struggle to execute between in-the-weeds tactical work and high-level strategy.

DETAILS

1. Develop the community in San Diego by onboarding, engaging, and activating Members

- Members are Gen Next's primary assets. Optimize the Membership experience:
 - Quickly integrate new Members by leading orientations and guiding them during their first several months of Membership.
 - Build lasting relationships between – and with – Members that deepen the commitment to and from our community.
 - Guide Members' interests, activities, and annual giving around our venture philanthropy, policy, and civic leadership.
- Engage Members through the spectrum of Gen Next experiences: regular events on compelling topics, international trips to geopolitical hotspots, peer-to-peer leadership forums, and more.

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- Be a thought partner on our vision, mission, and issues by shaping and influencing Members' legacies to align with organizational priorities.
- 2. Grow your Membership base by scouting and vetting top notch individuals**
 - Leverage an engaged Membership community and our Members' networks to source and vet new candidates for Membership. With an intentional invite-only process, we're focused on high quality growth to strengthen our network – it's a major emphasis and key metric for this role.
 - Work with the current network to build and manage a diverse, high caliber pipeline of candidates for Membership to efficiently enlist the best and brightest to our mission... researching people connections, engaging the Membership base to actively curate the best bench of leaders, and more.
 - Conduct early vetting and find new methods to sustain a high conversion rate of candidates to Members.
 - 3. Operate your market like a startup and growth operation**
 - Manage your region's infrastructure by tracking Member data, Member engagement, and leadership-level interactions, among other key performance indicators.
 - Control your local budget while streamlining processes to maximize the Membership experience.
 - Work with the communications team and your region's leaders to distribute compelling content to your Members, primarily through our exclusive Membership app.

OUR ISSUES

You don't need to be an expert, but you do need to be credible and a continuous and passionate learner!

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

PERKS & BENEFITS

- Flexible time off. Freedom with accountability.
- Health, dental, vision, life, and short-term disability insurance.
- Books, more books, and constant opportunities to learn.
- Access to a world class network of impact-driven entrepreneurs, leaders, and disruptors.
- A cooperative, irreverent, high-performance team culture of striving to help you become the best version of yourself.

Reasonable accommodations will be made to enable individuals with disabilities to perform the essential functions of the role.

Our interview process: You may 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 flourish with us at Gen Next. Ready to roll?

NEXT STEPS

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