

# 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 – concentrated in six markets and spread throughout the country. Gen Next educates and involves Members on critical long-term issues, 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 this shared vision.

We need a Regional Director to manage and develop a Gen Next chapter while aggressively and selectively growing the Membership base. As a chapter lead, you are the general manager of your region, and the role is all encompassing – from deploying new growth initiatives to high touch engagement – with strategic and operational support from headquarters. If you're entrepreneurial, high-performing, relationship driven, 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 report remotely from your chapter.

### YOU'RE MOST LIKELY A FIT IF

- You are comfortable owning accountability for the health of your market. You will be remote from the Gen Next team, but have the support of a national organization behind you.
- You are used to delivering on numbers (sales, fundraising, business development, etc.) – 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.
- You are a builder and self-starter who works autonomously and relishes responsibility.

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

### DETAILS

#### 1. Grow your market by scouting top notch individuals

- Leverage our Membership community and their networks to source new candidates for Membership. 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 Member network, leaders in market, and the Managing Director 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, asking for referrals (and enlisting your Members to do the same), and more.
- Conduct early vetting and find new methods to sustain a high conversion rate of candidates to Members.

#### 2. Develop your regional network by onboarding, engaging, and activating Members

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- Members are Gen Next's primary assets. Optimize the Membership experience:
    - Quickly integrate new Members by leading orientations and guiding them through their first nine months.
    - Build lasting relationships with and between Members that deepen our community.
    - Guide Members' interests, activities, and giving around our venture philanthropy, policy, and civic leadership.
  - Be a thought partner on our vision, mission, and issues by shaping and influencing Members who will help you move the needle on your market-specific and organization-wide objectives.
  - Activate Members around our key initiatives and goals by contributing their time, treasure, and talents.
  - Engage your Members through the spectrum of Gen Next experiences: monthly events on compelling topics, international trips to geopolitical hotspots, peer-to-peer leadership forums, and more.
- 3. Operate your market like a startup and growth operation**
- Manage your region's infrastructure by tracking Member data, Member engagement, and regional board level interactions, among other key performance indicators.
  - Control your local budget while streamlining processes to maximize the Membership experience while containing associated costs.
  - Work with the communications team and your region's leaders to build out communications for your Members through our comms platforms, including our Membership app.

### OUR ISSUES

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

- **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 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, influencers, 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 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 [jointheteam@gennext.com](mailto:jointheteam@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.