

Senior Director, Orange County

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 Senior Director to develop Gen Next in Orange County – our flagship region – by immersing the Membership in the vision and values of Gen Next. The Senior Director is responsible for guiding Gen Next's largest body of Members through their leadership journeys, as well as selectively growing the chapter's profile with new Members. Consider yourself the general manager of the Orange County community: managing an annual budget; overseeing the delivery, quality, and adoption of tens of experiences each year; conducting high touch engagement with and between Members; and managing the chapter's operations with the chapter board. 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: You'll be based at HQ in Costa Mesa, CA.

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.
- You're entrepreneurial, fun, intellectually curious, and passionate – and it shows.
- Relationship building is like smooth jazz to your ears. It's our responsibility to build and deepen the bonds of our community of leaders.
- 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 works autonomously and relishes responsibility.
- You are used to delivering on numbers (sales, fundraising, business development, etc.) – and get a rush from surpassing 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 to deftly redirect strong personalities toward a unified objective.
- Business development and relationship 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.
- Being and working with people does not energize you.

DETAILS

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

- Members are Gen Next's primary assets. Optimize their experience around the mission:
 - 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.

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- Guide Members' interests, activities, and giving around our venture philanthropy, policy, and civic leadership. You are integral to connecting Members to the mission and vision.
 - 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.
- 2. Grow your market by scouting top notch individuals**
- Leverage and rally our network to grow our movement. We're focused on inviting high-quality Members who will strengthen our network, and it's both an 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.
- 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.
 - Manage your local budget while streamlining processes to maximize the Membership experience while containing associated costs.
 - Work with the communications team and your regional leaders 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 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 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
- 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.