

PRESIDENT & CEO– NON-PROFIT - RICHMOND

FAMILY LIFELINE

Family Lifeline is seeking a President & CEO to provide strategic leadership and direction by working with the Board of Directors and the staff to continue the advancement of its mission in the Richmond/Petersburg community. The President & CEO will leverage the power of relationships and networks, and work across private, public, and corporate sectors to improve conditions within the community. The position reports to the Board of Directors.

Family Lifeline was founded in 1877 and has continued to be responsive to the changing needs of those we serve. Throughout its history, Family Lifeline has celebrated its mission, while focusing on current community needs, assuring that, as an agency, they remain relevant. Family Lifeline partners with individuals and families at critical points in their lives to strengthen overall well-being and independence by delivering intensive home and community-based services.

The President & CEO must possess a high level of broad business and management skills and be effective at generating resources and financial support for the organization. He/She is dedicated to shared and measurable goals for the common good - creating, resourcing, scaling, and leveraging strategies for broad investment and impact. The President & CEO is the steward of brand and understands his/her role in growing and protecting the reputation of Family Lifeline. He/She is responsible for building trust in Family Lifeline and its relevance in the community.

Position Qualifications

- Bachelor's degree in social work, health, or human services (required); master's degree in human services, business, or related field (preferred)
- Experience operating within similarly sized organizations (50 staff, \$3.3M budget) in social work, health, or human services
- Previous experience with older adults, people with disabilities, expecting parents and/or early childhood
- Proven ability to understand potential gaps in services and develop strategies to meet the needs of program participants
- Ability to assess program quality, forecast and plan for future needs
- Success with donor engagement, grant writing, and fundraising
- A demonstrated track record of promoting diversity and an ability to build collaboration with the community at large
- Experience in developing partnerships, building teams and conflict management
- Experience in building revenue and increasing philanthropic support to ensure the organization is fiscally sound
- Experience building and developing sustainable organizational culture which emphasizes respect, excellence, accountability, partnerships, support, and fun (addressing in person, virtual and/or hybrid environments)

- Excellent organizational, interpersonal, communication, and public relations skills

TO APPLY: Individuals interested in this position should submit a résumé and cover letter detailing your related experience, qualifications, and salary requirements. Please also include three references. Submit your information to: Nisenson Consulting LLC at amy.nisenson@gmail.com . The position posting will close on November 13, 2023.

Salary: \$125, 000-\$150,000 commensurate with experience

Benefits:

Competitive salary with performance-based bonus opportunities and other benefits.