



JFCS of the Suncoast
Chief Executive Officer
Position Description

BACKGROUND:

JFCS of the Suncoast is one of the area's leading mental health and human service agencies. Services are delivered on a non-denominational basis, inspired by the Jewish tradition of helping all people. With a mission to empower individuals and families toward well-being and self-reliance, JFCS provides mental health and human services in the following counties of Southwest Florida; Sarasota, Manatee, Charlotte, DeSoto, Lee and Collier. JFCS is supported by a compassionate professional staff, counselors, clinicians, and social workers all providing a warm, caring environment.

Learn more about us at <https://jfcs-cares.org/>.

JFCS of the Suncoast is headquartered in Sarasota, Florida. The Florida counties of Sarasota and Manatee are growing and are a part of the North Port- Sarasota- Bradenton metropolitan area, renowned for its beaches (Siesta Key beach rated #1 in the world), outdoor activities, and resorts. Also known as Florida's Cultural Coast®, Sarasota County draws artists and art lovers alike who wish to be inspired and awed. The area has both historic and brand-new performing arts venues that host a diverse group of organizations from the city's own orchestra, ballet, and opera companies to traveling Broadway shows and world-famous acts. Art galleries and studios are abundant and showcase local and international works, as do the dynamic museums in our area. While the Ringling name is synonymous with the circus, in Sarasota, it's also attached to a renowned art museum and a college of art and design. Sarasota County schools have maintained an A-rated school district for the past eighteen years and serve as a catalyst to promote academic and personal growth for students. For sports enthusiasts, the area is home to the baseball Spring Training camps of the Pittsburgh Pirates, Baltimore Orioles and Atlanta Braves, as well as three professional sports teams in nearby Tampa and St. Petersburg. Sarasota is well known for its vibrant philanthropic culture and strong family and community foundations. Residents enjoy a very high quality of life and there are no state income taxes in Florida.

SUMMARY:

Reporting to the Board of Directors, the Chief Executive Officer (CEO) will have overall strategic and operational responsibility for JFCS staff, programs, fundraising and execution of its mission. The CEO will initially develop deep knowledge of the community, our supporters, core programs and partnerships, operations, and business plans. The chief executive will ensure that JFCS's leadership maintains an awareness of both the external and internal competitive landscape, opportunities for expansion, client/community base, markets, new industry developments and standards. JFCS chief executive will

have the overall responsibility for creating, planning, implementing, and integrating the strategic direction of the organization and all its components and departments. The successful candidate must be a collaborative and energetic leader, with strong fund development and financial management skills.

ESSENTIAL FUNCTIONS & PRIMARY RESPONSIBILITIES:

- Provide strong, creative, and nurturing leadership to the management team, staff, and volunteers. Ensure the development of an agency committed to the attraction, motivation, and retention of high-quality management, staff, and volunteers.
- Provide oversight to the Management Team and their respective responsibilities for all areas of administration including, but not limited to, program development and evaluation, state licensing and compliance, risk management, professional development, fundraising, finance, business operations, human resources, grant and government contract management, volunteer services, marketing, and public relations.
- Develop and strengthen partnerships with key stakeholders and constituencies, including funding organizations, e.g., Federation, individual donors, governmental bodies, community, and family foundations and other not for profit organizations.
- Direct the development of an annual operating plan and budget and take responsibility for meeting the commitments of the plan and budget.
- Seek funding sources, design, and implement fund development activities, including cultivation of major individual, foundation, and corporate donors, to achieve annual operating and endowment needs of the agency.
- In conjunction with Board and the management team, develop organizational goals and objectives consistent with the mission and vision of the agency. Facilitate the accomplishment of goals, objectives, and strategic plans established in cooperation with the Board of Directors. Direct the implementation of policies developed by the management team and Board of Directors.
- Serve as primary spokesperson for the agency to the media and facilitates ongoing efforts to promote agency services.
- Provide thoughtful leadership for all agency constituents on issues that relate to the agency mission.
- Maintain an excellent working relationship with the Board of Directors and its committees.
- Communicate with the public, co-workers, and community members in a clear and concise, professional, and courteous manner.
- Travel to different sites and locations in support of the organization and the delivery of services.

QUALIFICATIONS:

- Master's degree preferred with focus in social services, non-profit management, mental health, business administration, human services, behavioral sciences, or related field a plus. An MSW is highly desired.
- Strong and diverse experience in all aspects of fund development including annual events, grant development, individual gift solicitation, stewardship, and endowment development.
- Prior leadership experience in the mental health field is a plus.
- A proven track record of developing, expanding, and growing programs and services to meet the changing needs of the community.

- Demonstrated ability to create and maintain partnerships between individuals, governmental and non-governmental/non-profit organizations, businesses and foundations, both locally and nationally.
- Successful track-record of strong leadership having served in a senior leadership position within a similar non-profit organization. Experience in budgeting and financial management is required.
- Have outstanding analytical and written/verbal communication skills. Will engage in public speaking, as the organizational representative to the community.
- Energetic, inspirational, and creative thinker with high ethical standards.
- A visionary and a strategic thinker who, working with the Board, develops a shared vision for the future of the organization, builds understanding around the mission, and develops and pursues appropriate goals and strategies and funding to advance that mission.
- Excellent people skills with proven ability to relate to all people within JFCS and the communities it serves, as well as build consensus and solve problems.
- Ability to evaluate the organizational effectiveness of the agency and recommend changes or new models to build capacity and efficiency.
- Flexibility in dealing with the evolving needs of the community, staff, and lay leadership.
- Commitment to the mission and values of the organization.
- Ability to direct total operations through program development, professional and volunteer development, supervision of staff, fund development, fiscal management, marketing, and public relations.
- Ability to engage top community leaders in support of JFCS. Must be able to attend in-person meetings including community organizations, donors, foundations, and other strategic alliances.
- Familiarity and understanding of Jewish traditions, religious practices, and culture.
- Tech savvy with relevant experience in information technology platforms including fundraising, customer relationship management, marketing, and social media.

COMPENSATION:

A generous and comprehensive benefit package is available including Health, Dental, Vision and matching 403b. The salary range for this role is \$165K to \$185K

EQUAL OPPORTUNITY:

JFCS provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, gender, sexual orientation, gender identity or expression, national origin, age, disability, genetic information, marital status, amnesty, or status as a covered veteran in accordance with applicable federal, state, and local laws. JFCS complies with applicable state and local laws governing non-discrimination in employment in every location in which the company has facilities. This policy applies to all terms and conditions of employment, including, but not limited to, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training.

For more information or to apply, contact Carin@sageviewconsulting.com