

Date Posted: 06/27/2011

**University of Houston  
Graduate College of Social Work**

**JOB OPPORTUNITY POSTING**

**Job Title:** Chief Executive Officer

**Employer/Agency:** Common Impact (Cambridge, MA)

**Job Description:** **Common Impact**, an innovative nonprofit organization committed to fostering cross-sector partnerships, seeks a seasoned, strategic leader, creative thinker and relationship builder to serve as its **Chief Executive Officer**. By connecting skilled professionals from global companies to high-potential local nonprofits, Common Impact channels critical, untapped resources into the nonprofit sector, while creating value for its corporate partners. Reporting to the Board of Directors, the incoming CEO will capitalize on the accelerating demand for cross-sector partnerships that deliver enduring value in the form of corporate employee development and engagement and transformative support for innovative nonprofits that are advancing solutions to our most pressing societal challenges.

Widely recognized for its pioneering model, Common Impact has received accolades from the Boston Business Journal, the Chronicle of Philanthropy, MITX (Massachusetts Innovation and Technology Exchange) and the Social Innovation Forum, among other organizations.

Partnering with Fortune 500 companies with global reach, Common Impact:

- Provides consulting services to help organizations create a strategic, company-wide skills-based volunteering program that aligns with CSR and talent development goals;
- Customizes and manages focused, discrete projects for local nonprofits that result in tangible solutions and resources to amplify impact;

- Creates cutting-edge, sponsored research to help shape industry discussion and provide best practices on myriad skills-based volunteering topics.

Working closely and collaboratively with the Board and senior leadership, the CEO will identify and pursue opportunities to further increase Common Impact's visibility and standing as a thought leader in the national conversation about cross-sector cooperation. With a talent and passion for business development and strategy implementation on both the project- and organization-wide levels, the incoming CEO will continue to refine and develop Common Impact's earned-income model, build flexible, high-functioning teams, and actively pursue opportunities to grow the organization's reach and impact.

**Qualifications:**

The ideal candidate will be an experienced, results-oriented leader who will set and implement strategic goals, develop tactical plans, and maintain organizational performance and accountability. S/he will bring a vision for building long-term, mutually beneficial and transformative partnerships and an appreciation for the intersections between, and mutual interests of, multiple sectors.

The ideal candidate will possess many of the following professional and personal abilities, attributes, and experiences:

- A minimum of five (5) years of senior-level leadership experience with a proven track record of successfully leading, managing, and growing a knowledge-based service unit.
- Substantive knowledge in professional services delivery with demonstrated success executing complex engagements at the highest levels of excellence and innovation.
- Experience working on and directly for a Board of Directors so as to have a deep understanding of governance, Board procedures and processes, and the proper relationship between the Board and a Chief Executive Officer/Executive Director.
- Firsthand familiarity and comfort with a variety of corporate cultures and an orientation toward results and accountability.

- Demonstrated creativity and passion for imagining and implementing new programs, processes, and strategies.
- Exceptional oral and written communication, networking, advocacy, and public speaking skills.
- Outstanding interpersonal skills; ability to work effectively with diverse stakeholders, partners, and constituents. Flexibility of persona and the ability to adapt style and approach to diverse constituencies across the for-profit, non-profit, and community sectors.
- Demonstrated experience working in or closely with an appropriate set of non-profit organizations so as to deeply understand and empathize with the non-profit mission, culture, and challenges.
- A management style that combines respectful collaboration with disciplined productivity. The integrity, wisdom, persistence, and humor necessary to address the practicalities of a dynamic nonprofit poised for significant growth. The respect and team orientation to diplomatically support high-performing staff and continued growth and direction of the organization.
- Ability to cultivate new funding sources and generate new revenue streams as well as establish and capitalize on market opportunities. Excellent strategic, analytical, and problem solving skills with the ability to overcome challenges through the development of thoughtful and creative solutions.
- Exceptional organizational skills and the ability to motivate and manage staff to achieve multiple and concurrent objectives in a dynamic and fast-paced environment.
- A Bachelors Degree is required; a graduate degree in business or a related field preferred.

**Salary/Hours:**

Salary DOE/Full-time

**Employer/Agency:  
City, State:**

Common Impact  
Cambridge, Massachusetts

**Application Method:**

Due to the fast pace of this search, candidates are encouraged to apply as soon as possible but by no later than **August 1, 2011**. Applications including a cover letter describing your interest and qualifications, your resume (in Word format), salary history and

where you learned of the position should be sent to: [ci-ceo@nonprofitprofessionals.com](mailto:ci-ceo@nonprofitprofessionals.com). In order to expedite the internal sorting and review process, please type your name (Last, First) as the only contents in the subject line of your e-mail.

**Opening Date:** Immediately

***If your response to this job posting results in successful employment, please email the GCSW Office of Alumni and Career Services at [mswjobs@sw.uh.edu](mailto:mswjobs@sw.uh.edu) with the hiring details of your new job opportunity.***

***Thank you***