

# ASPEN • LEADERSHIP • GROUP

CHIEF DEVELOPMENT OFFICER

ENACTUS

United States

<http://enactus.org>



The Aspen Leadership Group is proud to partner with Enactus in the search for a Chief Development Officer (CDO).

Enactus seeks a proven, highly motivated, dynamic, innovative, and inspiring strategic leader with superior relationship skills and demonstrated success in building and expanding capacity and increasing revenue for this role. This is a unique opportunity to partner with an energized, engaged board as well as CEOs and C-suite leaders of companies globally to strengthen and diversify the philanthropic profile of Enactus.

Reporting to the President and CEO and partnering with the Board, senior leadership, and staff, the CDO will have a critical role in shaping and implementing the organization's overall revenue strategy and, as a member of the Executive Team, advising on organizational strategies. Critical priorities for the CDO will be to build and expand a program that ensures long-term, sustainable, and transformative growth for the institution as well as achieves or exceeds current annual goals.

The CDO will have day-to-day responsibility for planning, implementing, and managing all fundraising-related activities including engaging a larger, broader, and more diverse audience; managing development staff (approximately 4) and partnering throughout the organization; developing new earned income initiatives; and collaborating on all donor-facing marketing and branding efforts.

Enactus is an international non-profit organization dedicated to inspiring students to improve the world through entrepreneurial action. It provides a platform for teams of outstanding university students to create community development projects that put people's own ingenuity and talents at the center of improving their livelihoods. Guided by educators and supported by business leaders, Enactus students take the kind of entrepreneurial approach that empowers people to be a part of their own success. Its work transforms both the lives of the people it serves, and in turn, the lives of its students as they develop into more effective, values-driven leaders.

As in business, Enactus believes that competition encourages creativity and rewards results. Thus, Enactus organizes an annual series of competitions which showcase the impact of students' outreach efforts. National champion teams advance to the prestigious Enactus World Cup, which is hosted at different sites throughout the world each year. At all Enactus competitions, executives of supporting corporations serve as judges and come together to network.

## **REPORTING RELATIONSHIPS**

The Chief Development Officer will report to the President and Chief Executive Officer.

## **PRINCIPAL OPPORTUNITIES**

When you think of “sexy” or exciting non-profits on the forefront of leadership talent development and social enterprise, what pops to mind?

Three years from now, the CDO at Enactus will be able to say that her or his work with Enactus

- shaped the futures of more than 100,000 socially responsible business leaders;
- increased livelihoods and quality of life for countless communities in over 40 countries (with new impact measurements to prove this point); and
- accelerated her or his own leadership trajectory exponentially.

Today, Enactus is at a pivotal point in its history; as such, the new CDO will have a life-changing opportunity to help shape the organization and plant it firmly in the flow of world-shaping leadership non-profits. As a key partner within the leadership team, the CDO will serve a vital role in creating the global development strategy but also in shaping the organization’s growth strategy (including deep engagement with the board of c-suite executives from some of the world’s leading companies) which—together, make this role a significant career accelerator for the right candidate.

In so doing, the CDO will also be able to take great personal pride in helping strengthen the leadership team of Enactus; and in the new, strong partnerships with top executives at some of the world’s leading companies; with forward-thinking individuals, and with the many innovative, fearless, compelling, and inspirational young leaders who will, inevitably, become a part of the CDO’s network.

## **PRIMARY RESPONSIBILITIES**

### **Organizational Leadership, Fundraising, and External Engagement Strategy**

The Chief Development Officer will

- build on Enactus’ successful fundraising strategy to date, work with the President/CEO to create, develop, and implement a comprehensive fundraising plan to Enactus’ strategic objectives, including cultivation of current and prospective corporate donors and development of an individual donor strategy;
- become the champion across the organization for revenue-centric strategies;
- work with the Executive Team to understand revenue impacts of current and proposed programmatic strategies;
- generate short-term results;
- deepen and diversify Enactus’ funding base;
- increase restricted and unrestricted funds from all constituencies;
- ensure that internal resources are appropriately utilized;
- lead solicitation efforts and engage President/CEO as appropriate in all efforts; and
- collaborate with Marketing and Executive leadership to ensure effective overall positioning of Enactus, including the use of public relations, marketing tools, and the public role of the President/CEO to promote revenue growth and program impact.

## **Portfolio Management**

The Chief Development Officer will

- lead corporate partner cultivation, serving as primary relationship manager and personally solicit high level gifts from a global portfolio of current and prospective donors;
- build, guide, and mentor a professional staff that will systematically identify, cultivate, and steward major gift donors;
- deepen all donor alliances through regular, relevant communications, and stewardship;
- expand the donor base and partnership opportunities; and
- maintain a significant portfolio of principal donors, and facilitate relationships between donors and the executive team.

## **Relationship Management**

The Chief Development Officer will

- cultivate effective relationships with the board, current partners, and others who can positively impact new revenue stream generation;
- develop strategic relationships to expand the reach, organizational awareness, and programmatic capabilities of Enactus;
- partner with and support the President/CEO and Board leaders to ensure their efficiency and effectiveness as the organization's chief spokespersons and fundraisers; and
- collaborate across departments and countries to create an environment that nurtures a fundraising mindset throughout the organization.

## **Internal Management, Infrastructure, and Team-Building**

The Chief Development Officer will

- lead all aspects of the development department;
- build a strong and nimble advancement team through recruitment; professional development; performance management; and motivational leadership;
- foster an environment of cohesiveness, collaboration, and achievement within the advancement team and ensure staff accountability for excellence through clearly defined and measurable goals;
- create a climate that promotes respect for others and acceptance of alternative ideas and approaches, as well as the highest ethical standards and practices;
- embrace diversity as a strategic advantage;
- provide strategic oversight of the donor database system and build a best practices environment to support the development of external engagement efforts;
- be transparent and accountable in creating high-quality reporting in partnership with program staff for donors and progress reports for the Board; and
- collaborate with the CFO to ensure appropriate processes to support reporting requirements.

## **KEY COLLEAGUES**



**Rachael Jarosh**  
**President and CEO**

Rachael Jarosh is president and chief executive officer of Enactus. She joined the organization in October 2016, bringing to Enactus a distinctive professional portfolio in communications and philanthropic strategy, law, and finance. Previously, Ms. Jarosh provided strategy and communications counsel to clients in the media, technology, and philanthropy sectors.

Earlier, Ms. Jarosh served as president of the Foundation at Pentair (NYSE: PNR), where she led the effective repositioning of the organization, and launched a multi-year water initiative in partnership with the Center for Disease Control and non-profit organizations. The global roll out of Project Safewater now provides sustainable access to safe water for 3.0 million people.

In addition, Ms. Jarosh served as global head of Pentair corporate marketing and communications with responsibility for crafting a compelling, coherent vision of Pentair for all stakeholders. In this role, she led corporate and segment brand development, including brand rationalization, new multi-channel brand architecture and positioning; built go-to-market strategies through a cross-functional, global team; and was responsible for cultural alignment strategies and implementation plan for acquisition integrations impacting 12,000 employees. Ms. Jarosh was also involved in the coordination of operating unit leadership communication and performance analysis, and launched the company's corporate citizenship council. Ms. Jarosh began her career as an attorney. In addition, Ms. Jarosh is a writer and has been published in the Wall Street Journal, the New York Post, and the Star Tribune among other outlets. She is the author of a forthcoming non-fiction book.



**Christine Rader**  
**Chief Financial Officer**

Christine Rader, CPA has been in the role of Chief Financial Officer for Enactus since December 8, 2014. Ms. Rader has over 20 years of experience in all facets of accounting, budgeting, forecasting, treasury management, and financial analysis. Immediately prior to starting at Enactus, Ms. Rader served as Corporate Controller for the Paul Mueller Company in Springfield,

Missouri, which is a manufacturer of high quality stainless steel equipment used worldwide with annual revenue in excess of \$180 million. Ms. Rader holds a Bachelor of Arts in Economic Analysis from Drury University and a Master of Business Administration from Missouri State University. In addition, she is a Certified Public Accountant. Ms. Rader lives with her family in Willard, Missouri.



**Terry Torok**  
**Chief Innovation Officer**

Terry Torok accepted the role of Chief Innovation Officer at Enactus in December of 2014. Mr. Torok previously served as the CEO of Live From Earth, (est. 1999) a brand-building house for Fortune 500 companies. His proprietary process of brand strategy has been implemented with ABC Television, The Discovery Channel, Sony Pictures, QVC, Omnicom Media

Group, VISA, PepsiCo, Coty, Sears, Coca Cola, The City of NY, The Sultanate of Oman, and several United Nation organizations. He has created campaigns for The Wall Street Journal, Discovery Channel, PepsiCo, Malaria No More, The United Nations Association, Proctor and Gamble, and many others. He has also worked with select A-list artists in brand sponsorship and cause marketing.

Prior to founding Live from Earth, Mr. Torok was the Chief Strategy Officer of EMCI. He has also produced and directed several award winning programs including: The MTV Museum of UnNatural History, The Nintendo World Championships, Video Power TV, I AM New York/Empire State Building, XS New York/Times Square, Extreme Shopping/QVC, Junkyard Wars Tour/Discovery Channel. Terry has studied and worked as a journalist and communication specialist straight out of college for ABC television and in the last several years, he has returned to his passion in humanitarian work in Africa, The Middle East, Asia and the US. He has, and continues to work with several NGO's including, Save the Children, The World Food Program, The IRC, UNICEF, buildOn, Lalela Project, TED, and the UN Millennium Development Goals. His

television series, Crossing Borders and Radio Series, Rebels with a Cause is currently being optioned for distribution.

### **CANDIDATE QUALIFICATIONS AND QUALITIES**

The ideal candidate for the position of Chief Development Officer will have

- demonstrated record of innovative and entrepreneurial leadership within the non-profit, philanthropic, or private sector;
- proven track record of developing successful partnerships with companies;
- proven track record of personally developing strategies, cultivation, solicitation, and stewardship of major and institutional donors at six- and seven-figure levels;
- experience building a comprehensive fundraising or sales operation aligning multiple aspects of revenue development;
- demonstrated experience training and working with executives, senior staff, and board members on development-related activities, providing them with quality support, and increasing their comfort with and success in fundraising;
- strong interpersonal skills with the intellectual and emotional depth, maturity, and collaborative skills to work effectively across all levels of the organization and with corporate partners;
- strong work ethic, ability to maintain and model high personal, ethical, and professional standards, as well as an outgoing and positive personality;
- support of Enactus' values of integrity, passion, innovation, and collaboration with drive to advance a global brand in student leadership, entrepreneurial action, and social enterprise;
- ability to travel globally as needed, maintaining and expanding the reach and impact of the Enactus brand and purpose; and
- previous experience with Salesforce (preferred).

A Bachelor's degree is required for this position. An advanced degree is preferred. The successful candidate will be an established leader with at least 10 years of relevant senior non-profit development and/or sales and marketing experience—or comparable business development experience.

### **SALARY AND BENEFITS**

Enactus offers a competitive benefits and compensation package.

### **LOCATION**

The CDO may reside and work remotely anywhere within the United States. While Enactus is headquartered in Springfield, Missouri, it is not essential that the CDO be based there. Travel will be expected both to monthly meetings and for fundraising purposes.

## APPLICATION PROCESS

All applications must be accompanied by a cover letter and résumé. Before submitting your materials, please read them over for accuracy. Review of applications will begin immediately and continue until the successful candidate has been selected.

*To nominate a candidate, contact Angelique Grant: [angelique@aspenleadershipgroup.com](mailto:angelique@aspenleadershipgroup.com).*

*All inquiries will be held in confidence.*

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