



EXECUTIVE DIRECTOR, WEST
[NETWORK FOR TEACHING ENTREPRENEURSHIP](#)
Location — Remote (Los Angeles or San Francisco Bay Area)



The Aspen Leadership Group is proud to partner with Network for Teaching Entrepreneurship in the search for an Executive Director, West.

The Executive Director, West will effectively leverage Network for Teaching Entrepreneurship's key stakeholders—staff, board members, educators, partners, volunteers, and alumni—while overseeing brand development, extensive relationships and networks, and deep partnerships with the philanthropic community. The Executive Director will have oversight of and be responsible for the West region's operations, finances, and fundraising. As an authentic advocate for diversity, equity, and inclusion, the Executive Director will further the organization's successful efforts to help students from under-resourced communities achieve success through entrepreneurship.

Network for Teaching Entrepreneurship (NFTE) is a global educational nonprofit focused on bringing the power of entrepreneurship to youth in low-income communities. NFTE ignites the entrepreneurial mindset with unique learning experiences that empower students to own their futures. The NFTE community is a diverse group that includes boards made up of business and community leaders, academics, and entrepreneurs. Its staff includes experienced educators, curriculum designers, program managers, and workforce development experts. NFTE supporters are just as diverse—ranging from individual donors to philanthropic foundations to global corporations.

NFTE works with a variety of public and private sector partners to bring its unique brand of experiential, project-based learning to young people. Learners engaged with NFTE are taught by a highly trained Teacher Corps, coached by a dedicated Volunteer Corps, and rewarded by opportunities to earn scholarships and seed capital at a series of annual business plan and pitch competitions. NFTE programs are run in schools, churches, community centers, libraries, and other institutional settings—as well as online. The programs operate in dozens of U.S. states, and 18 countries around the world. Since its founding more than 30 years ago, NFTE has trained thousands of teachers and educated more than a million young people globally.

Through community partnerships, NFTE introduces entrepreneurship education to under-represented learners. Using its evidence-based, award-winning curriculum, NFTE walks learners through the process of creating their own business idea, thus helping students build the skills needed to plan and launch a startup. Students are also introduced to the full range of jobs and occupations available to them and are exposed to new career paths through their work with NFTE. This experience helps students develop an entrepreneurial mindset, learning to think and act like entrepreneurs and demonstrating essential skills like initiative and self-reliance; flexibility and adaptability, critical thinking and problem solving; communication and collaboration; creativity and innovation; opportunity recognition; and future orientation.

Every year thousands of NFTE learners launch successful small businesses. Many NFTE alumni continue to run their business long after they graduate or go on to found new companies that create jobs and drive economic growth. Entrepreneurship education not only changes the lives of NFTE learners, it kickstarts inclusive growth and changes communities.

NFTE helps young people discover their potential and prepares them for future careers. 90% of employers state that it is important that the workforce have the kinds of entrepreneurship skills taught by NFTE and 90% of NFTE alumni state that learning to think like an entrepreneur helped them in school, in business, and in life. The work of Network for Teaching Entrepreneurship has proven essential.

REPORTING RELATIONSHIPS

The Executive Director, West will report to the Chief Advancement Officer, Jane Walsh. The Executive Director, West will oversee a team of four staff.

FROM THE CHIEF ADVANCEMENT OFFICER

As a longtime leader at NFTE, my commitment to the organization remains as strong and deep as ever. I firmly believe that “talent is universal, but opportunity is not.” At NFTE, we know that every young person regardless of their life circumstances has tremendous talent and potential. Too often, though, for youth coming from less privilege, they lack the networks and social capital of their peers from greater privilege that make getting a leg up easier. Through entrepreneurship education, learning, and developing the entrepreneurial mindset, NFTE helps bridge the opportunity gap. One of the most powerful and gratifying aspects of the work that we do is connecting stakeholders to our young people and our teachers. Our community of entrepreneurs, alumni, supporters, volunteers, and board members really want to help young people succeed.

Our students inspire me every day. They are so creative, ambitious, smart, and hungry. I often watch them in awe and reflect on how I did not have that kind of courage and poise when I was in middle or high school.

I have been at NFTE for 21 years in two parts—first 16 years, then I left for four, and then five years ago, I returned. Not too many professionals leave a job, get asked back, and actually come back. I did. NFTE has the best mission. We have one of the hardest working and most collaborative teams. We always keep the mission front and center, enjoy each other, challenge each other, and support each other.

At NFTE, we are in the business of youth success! I am looking for an Executive Director who sees opportunities, believes anything is possible, works hard, and approaches life with a growth mindset. If you are someone with energy and enthusiasm who wants to grow and learn and be pushed to be your best, NFTE and my team are right for you.

—Jane Walsh, Chief Development Officer

NETWORK FOR TEACHING ENTREPRENEURSHIP'S COMMITMENT TO DIVERSITY, EQUITY, AND ACCESS

Network for Teaching Entrepreneurship ignites the entrepreneurial mindset with unique learning experiences that empower students to own their futures. NFTE brings the power of entrepreneurship to students, regardless of family income, community resources, special needs, gender identity, race, or ethnicity. NFTE is an equity-driven organization that works to empower youth and combat inequities in education, the economy, and the broader society. It offers a diverse and inclusive workplace as an integral part of its culture. NFTE actively welcomes people of different backgrounds, experiences, abilities, and perspectives.

PRIMARY RESPONSIBILITIES

Leadership and Vision

The Executive Director, West will

- lead, inspire, expand, and steward NFTE's mission across its community of stakeholders; and
- design, manage, and execute strategic, well-planned annual and long-term goals and objectives that are aligned with NFTE's overall strategic plan, and which focus on programmatic expansion (student reach) and impact (student outcomes).

Revenue, Relationships, and Visibility

The Executive Director, West will

- attract and grow significant financial resources (contributions and earned income through contract services and sales) as the organization moves toward ambitious increased revenue generation and greater sustainability;
- build and steward strong relationships with external stakeholders;
- manage the West Advisory Board to ensure its priorities and composition advance NFTE's goals and objectives;
- serve as a spokesperson, thought leader, and brand ambassador for the region and NFTE; and
- support marketing and communication efforts through compelling mission-centric storytelling and by participating in and representing NFTE at external events and conferences.

Operations and Administration

- create and manage the region's annual budget;
- develop measurable goals, maintain accurate data, and track performance;
- ensure transparency and open communication with the Chief Development Officer, President and Chief Executive Officer, and Senior Leadership Team as well as with board members, donors, and other stakeholders; and
- oversee policies, procedures, and other administrative responsibilities for the region including human resources, contracts, payroll, and performance planning.

Talent and Culture

The Executive Director, West will

- recruit, manage, and retain a high performing, diverse team;
- effectively lead the regional team through growth and change;
- model and promote a positive, inclusive, and accountable culture; and
- share best practices and amplify opportunities for the success of the organization.

LEADERSHIP

Dr. J.D. LaRock

President and Chief Executive Officer

A respected educator, scholar, and policy expert, Dr. J.D. LaRock joined NFTE from the Commonwealth Corporation, Massachusetts' public-private state authority focused on workforce development and regional economic development. As president and CEO of Commonwealth, LaRock chaired Massachusetts Governor Charlie Baker's Commission on Digital Innovation and Lifelong Learning, producing a blueprint for innovative work-based learning models that garnered significant investment from major foundations. Previously he served as a senior education advisor to the late U.S. Senator Ted Kennedy, leading work on the renewal of the federal Higher Education Act, as well as passage of a law that provided \$20 billion in new Pell Grants to college students. As Education Policy Director for former Massachusetts Governor Deval Patrick, he helped author a K-12 education law that enabled turnarounds in low-performing school districts and helped the state win \$250 million through the U.S. Department of Education's *Race to the Top* program.

For much of the past decade, LaRock has worked as a teacher, scholar, and university administrator focused on experiential learning, entrepreneurship, and the future of work. As Chief of Staff to the President of Northeastern University, he served on the leadership team that completed the institution's transformation from a commuter college to a top-ranked global research university. He has also served as Professor of the Practice of Law and Policy at Northeastern and as a Fellow with the Aspen Institute's Economic Opportunities program.

LaRock grew up in Queens, New York, in a family of public-school educators, and is a proud graduate of the city's public schools. He went on to earn his bachelor's, master's, and doctorate at Harvard University and his law degree at Georgetown University.

Jane Walsh

Executive Vice President, Chief Advancement Officer

Jane is an accomplished fundraiser with extensive experience leading during times of rapid growth, change management, and transformation. Under advancement, she oversees fundraising, events, and volunteerism. Her proven track record demonstrates success in setting and achieving ambitious, high impact goals. Walsh has worked at NFTE for nearly 20 years focused on strengthening, growing, and diversifying the fundraising program to bring about greater sustainability. She brings a deep commitment to and passion for mission-driven initiatives and partnerships that align corporate, foundation, and individual philanthropy with a shared vision for strategic impact.

PREFERRED COMPETENCIES AND QUALIFICATIONS

Network for Teaching Entrepreneurship seeks an Executive Director, West with

- a commitment to the mission of Network for Teaching Entrepreneurship—to provide programs that inspire young people from low-income communities to stay in school, to recognize business opportunities, and to plan for successful futures;
- experience identifying and diversifying revenue streams, securing new funding, and developing new and existing donors;
- an ability to achieve goals and manage key performance indicators;
- strong business acumen, sound budget management experience, and an ability to creatively problem solve;

- programmatic experience and an understanding of the educational, career-readiness, workforce development, entrepreneurship, and business startup landscape;
- experience building teams and boards, coaching, and creating a strong sense of *esprit des corps*;
- an ability to establish and communicate strategic goals that are compelling, accessible, and achievable;
- exceptional communication and interpersonal skills and an ability to ensure that diverse perspectives are heard while serving as a champion for ideas from all levels of an organization;
- excellent community building skills and an ability to inspire individuals and groups to partner with NFTE; and
- a high degree of personal motivation, sound judgement, and an ability to work both independently and collaboratively across a distributed organization.

NFTE will consider candidates with a broad range of backgrounds. A bachelor's degree or an equivalent combination of education and experience and at least seven years of nonprofit management experience in roles of increasing responsibility and leadership, is preferred.

SALARY AND BENEFITS

The salary range for this position is \$150,000 to \$158,000 annually. NFTE offers a comprehensive package of benefits including comprehensive health insurance, dental, vision, and life Insurance (fully paid by NFTE); 403(B) Retirement Savings Plan with company match; and generous personal time off.

LOCATION

This is a fully remote position based in California (Los Angeles or San Francisco Bay area preferred). Local, regional, and national travel will be required (30-50%).

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of Network for Teaching Entrepreneurship as well as the responsibilities and qualifications presented in the prospectus.*** Preference will be given to applications received by April 21, 2023.

To apply for this position, visit: [Executive Director, West, Network for Teaching Entrepreneurship](#).

To nominate a candidate, please contact Patrick Key, patrickkey@aspingleadershipgroup.com.

All inquiries will be held in confidence.