



## **American Red Cross - Executive Director Greater Miami and the Keys Chapter**

As one of the nation's premier humanitarian organizations, the American Red Cross is dedicated to helping people in need throughout the United States and, in association with other Red Cross networks, throughout the world. We depend on the many generous contributions of time, blood, and money from the American public to support our lifesaving services and programs. The American Red Cross is the foremost volunteer emergency service organization in the United States with more than 200 chapters and 60 regions nationwide. If you share our passion for helping people, join us in this excellent career opportunity.

This highly visible role leads and directs volunteers and works closely with employees in the Greater Miami and the Keys Chapter to ensure the American Red Cross goals and mission are achieved. Reporting to the Regional Executive, you will promote an inclusive, team-based culture centered on leading and empowering volunteers. As the face of the Red Cross, this role also cultivates and manages select donors. In addition to enhancing community presence through key media and community partner relationships, you will steward the local board of directors. The population served in the assigned Chapter will be at or over 1M.

### **Responsibilities:**

- Recruit and develop local volunteer leaders to achieve mission metrics and support responsibilities in home market and district.
- In support of fundraising, manage local United Way relationships, local major donors, and board of directors' contributions.
- Work with board to nurture individual, corporate, and foundation donors.
- Build community presence in home market through relationship with media, elected officials, and key governmental partners.
- Develop relationships with community stakeholders. Focus especially on those that bridge volunteer partners such as faith-based, college/university, NGO/NPO, and community organizations.
- Recruit and steward local board of directors for 100% participation. Manage annual board campaign and efforts of other related community boards.
- Provide direct oversight for three signature fundraising events in Miami-Dade and Monroe Counties.

### **Qualifications:**

**Education:** Four-year college degree (BS/BA) in Business, Communications, Marketing, Public Relations, Finance or non-profit administration or equivalent experience required. Prefer Master's degree in the field of community organization, public or business administration or non-profit management.

**Experience:** Minimum of 7 years related experience. Demonstrated ability to exercise good and timely judgment in complex situations. Demonstrated ability for strong communications and influencing skills along with public speaking and writing. Demonstrated ability to develop and implement fundraising strategies. Demonstrated ability to build and sustain community relationships/partnerships Proven experience in influencing others and building relationships. Knowledge of the Miami community is preferred.

**Management Experience:** Minimum 5 years related management/supervisory experience. Experience working in an environment requiring flexibility and managing change.  
Other: Proficient with MS Office software, including Word, Excel, PowerPoint and Outlook. Familiarity with federal state and local employment laws.

**Travel:** May involve travel.

The American Red Cross is a nonprofit organization that offers employees growth and development; team spirit; a competitive salary; and a comprehensive benefits package.

The American Red Cross is an Equal Opportunity/Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to sex, gender identity, sexual orientation, race, color, religion, national origin, disability, protected veteran status, age, or any other characteristic protected by law.

Apply now! Joining our team will provide you with the opportunity to make a difference every day.

Visit our career site to apply:

[https://americanredcross.wd1.myworkdayjobs.com/American\\_Red\\_Cross\\_Careers/job/Miami-FL/Executive-Director\\_RC22643](https://americanredcross.wd1.myworkdayjobs.com/American_Red_Cross_Careers/job/Miami-FL/Executive-Director_RC22643)

#### **About Strategic Philanthropy:**

Strategic Philanthropy, Inc. a south Florida based company, was founded on the belief that effective corporate giving can be so much more than simply writing a check to charities and nonprofits who ask for your help or involvement. It is our belief that when a company aligns its charitable giving with a strategic approach and measurable outcomes, the power of giving enhances a company's brand, image and strengthens the relationships and partnerships within the community.

In short, Strategic Philanthropy gets hired by companies to give away their money to nonprofits that meet a company's business goals and objectives. As you can imagine, we have many relationships with the nonprofits in our community. We value all of the programs and services they have to offer and work with them to help promote positions that are available within their organization so that they may find the best talent possible.

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