



Director of the Authenticity in Leadership and Life Center

Overview

The vision of the Authenticity in Leadership and Life Center (ALLC) at 1440 Multiversity is to make a meaningful contribution to the way leadership and organizational vitality are practiced, highlighting the importance of self-awareness, authenticity, relational competency, health and wellness. The ALLC, funded in part by the George Family Foundation, will do this by offering programs and integrative immersion events designed to make a positive difference in the way leaders and teams show up and interact within organizations and throughout their lives. In the future, online learning and coaching will be added to support these activities.

Position Summary

The director is the owner and driver of the Authenticity in Leadership and Life Center. The director's core goal is to establish the ALLC at 1440 Multiversity as a unique, economically sustainable, highly respected provider of integrated, authentic, relationally based leadership development and organizational health.

S/he must succeed in enrolling corporate and other group payers to send their developing leaders and teams to events and programs at 1440 Multiversity, as well as ensuring program enrollment by individual payers. The director owns events and programs from lead generation and sales through delivery of the events and programs (supported by the rest of the organization).

Accountabilities

- Create a business plan, and then execute on corporate marketing, proactive lead generation sales, relationship building, program/event product development, and delivery of best-in-class leadership development events.
- Develop and manage revenue targets and budget that ensure initial financial sustainability and profitability by year-end 2018.
- Fill leadership programs already scheduled, and be on the lookout for future programming and curriculum opportunities.
- Create a scholarship/sponsorship program for the ALLC to ensure inclusion of individual payers and non-profits with financial needs.
- Manage the George Family Foundation grant for the ALLC. Ensure sufficient progress to develop programming to reflect the strategic goals and objectives of the George Family Foundation's Authentic Leadership focus area, and develop reports that include narrative and financial accounts for the George Family Foundation.
- Partner with other 1440 leaders in Program Development, Marketing, Finance, IT, and Hospitality Operations to ensure that the ALLC is successful and to develop the capability for B2B sales and event delivery.
- Collaborate effectively with corporate customers, event planners, and other group payers, as well as with faculty and service providers.



Essential Skills and Experience

- Must be aligned with 1440 Multiversity mission and values and have a demonstrated passion for professional development.
- Must have experience and success in sales and revenue accountability.
- Strong preference for candidates with program/learning product development in the areas of leadership and whole person development.
- Must have the personal and professional gravitas to build relationships with executives and know how to serve the corporate market.
- Must have the demonstrated ability to strategize and plan at a high level, work with details, and build strong internal and external partnerships.
- Must be willing and able to build the Authenticity in Leadership and Life Center as an independent driver until profitable and then to develop a lean team.
- Self-starter with high level of enthusiasm for continuous learning in a fast-paced environment, as well as a high level of creativity and diligence.
- Exceptional interpersonal and communication skills.

To apply, send your resumé and cover letter to katey@1440.org.