



Multiply Impact. Transform Communities.

[www.allianceforgreaterworks.org](http://www.allianceforgreaterworks.org)

2080 N. Hwy. 360, Suite 342  
Grand Prairie, TX 75050  
Office: 817.835.0271

## **MANAGING DIRECTOR**

### POSITION DESCRIPTION

#### **POSITION OVERVIEW**

Alliance for Greater Works™ is seeking an entrepreneurial Managing Director to join our team. The Managing Director will be a dynamic, servant leader who can grow and manage Alliance's programs and services through evolution, rigorous learning, and ambitious impact.

Reporting to and partnering with the President, the Managing Director will work closely with the Board on organizational strategy, while overseeing all aspects of Alliance's program services and external communications. The Managing Director will lead Alliance's programs with a specific eye towards strategic implementation, innovation, and ability to scale. With a mission of transforming marginalized communities, the Managing Director will work closely with the CEO to develop Alliance's growing collaborative solutions strategy. This full-time role is based in Grand Prairie, TX, and could require up to approximately 25% travel.

#### **RESPONSIBILITIES**

The Managing Director will lead the professional learning, consulting, and technical assistance service activities that are the foundation of Alliance's strategy for change, in pursuit of a world without under-resourced communities. The Managing Director will also manage staff, management consultants and systems and be accountable for nurturing the efficiency and effectiveness of both, providing high-level strategic thinking and facilitation.

#### **REPORTING RELATIONSHIPS**

Initially, the Managing Director will have two direct reports but the current organizational chart is subject to change as Alliance team is likely to evolve over time.

#### **REQUISITE QUALIFICATIONS**

This is an outstanding opportunity to play a critical role in leading the programs and services of an intermediary organization. Therefore, first and foremost, the Managing Director must be committed to the mission and overarching goals of Alliance for Greater Works. Additionally, the successful candidate will be able to demonstrate:

- At least 5-7 years of relevant work experience, including at least 3 years managing teams in a fast-paced and high-growth nonprofit, social enterprise, or business start-up environment
- At least five years of fundraising experience and demonstrated success in cultivating fundraiser relationships
- The executive presence to inspire confidence and passion in both internal and external audiences;
- Advanced strategy and planning skills, including an ability to think strategically on both organizational and systemic levels over multi-year horizons
- Strong data acumen and ability to oversee complex shared-measurement systems

- Strong facilitation and presentation skills before multiple types of audiences
- Experience with complex project management and stakeholder management
- Existing relationships with, or ability to build relationships with, a cross-sectorial range of stakeholders in the local or regional area, including senior executives
- A track record of leading, inspiring, and developing high performance teams
- Outstanding communication and interpersonal skills, with the ability to build authentic relationships with a diverse set of high profile stakeholders
- Comfort with ambiguity and ability to thrive in a fluid, entrepreneurial environment; willingness to “roll up one’s sleeves” and extend beyond formal responsibilities based on the needs of the work.

**DESIRED QUALIFICATIONS**

- Advanced degree in business, education, policy, or related field
- Experience in an entrepreneurial environment;
- Bilingual is preferred

**COMPENSATION**

Compensation for the position is competitive and commensurate with experience.

**SUBMISSION INSTRUCTIONS:**

Please submit your current resume with cover letter and salary requirements to:

[hr@allianceforgreaterworks.org](mailto:hr@allianceforgreaterworks.org).

**NO CALLS PLEASE.**