

KOYA

LEADERSHIP
PARTNERS

THE OPPORTUNITY ALLIANCE

President and CEO

President and CEO
The Opportunity Alliance
Portland, ME

ABOUT ORGANIZATION

The Opportunity Alliance (TOA) is a multi-service, high impact organization that envisions a community in which families and individuals are thriving and supported as they pursue their aspirations for a better life. Our work is based on a shared belief that positive change is possible. To that end, we currently provide 46 integrated community-based and clinical programs serving more than 20,000 people annually throughout the state of Maine. TOA tackles some of our community's most pressing problems: poverty, homelessness, mental illness, substance use, and domestic violence.

We work diligently to keep families intact, in stable homes, and integrated into a neighborhood community where all members can thrive and pursue their aspirations. We believe that the pathway to healthier individuals and families is created through an integrated continuum of formal and informal supports that addresses the fundamental factors that place communities at risk, such as poverty, mental illness, high rates of substance abuse, and child neglect and abuse. That's why, as much as possible, we work in partnership with residents to identify and address barriers to a strong community fabric and place a particularly high value on services that empower families and individuals to connect with natural supports and resources within their communities. To that end, we have developed working partnerships with a broad range of people, organizations, and community institutions including schools, faith communities, law enforcement, businesses, social services agencies and other non-profits.

Our programs fall into the following categories:

- Early Childhood Education
- Housing and Energy Services
- Community Initiatives
- Adult Mental Health Services
- Children and Youth Mental Health Services
- Family and Community Support

For more information on The Opportunity Alliance, please visit www.opportunityalliance.org.

THE OPPORTUNITY

Reporting to the Board of Directors, the next President and CEO will bring demonstrated organizational leadership, a deep commitment to serving the families of Maine and an abiding belief in the power of the community to improve lives. They will be a proven and respected leader whose skills will inspire continued growth in fundraising, stakeholder engagement, and brand awareness. Internally, the President and CEO will attract, motivate and retain a top-notch staff and maintain excellence in the content and delivery of The Opportunity Alliance's programming and services, ensuring that it continues to adapt and innovate to best meet the needs of the community it serves.

President and CEO
The Opportunity Alliance
Portland, ME

Key responsibilities of the President and CEO include:

Executive Leadership & Organizational Management

- Articulate and implement The Opportunity Alliance's vision and mission
- Set and advance a positive, success-oriented culture within the organization
- Provide thought-leadership to guide and inform fundraising, program development, and growth that benefits the individuals, families and communities that The Opportunity Alliance serves
- Ensure responsible financial management and manage to the annual financial budget as well as long term revenue goals
- Ensure compliance with all city, state and federally funded programs along with other grant or foundation funding
- Develop and support a strong leadership team to ensure continued success across the organization
- Advocate for policies and programs that support the mission of The Opportunity Alliance
- Form partnerships and work collaboratively with other organizations and stakeholders across the state

Fundraising

- Grow revenue and fundraising to support current and new initiatives, as well as additional expansion and program development
- Maintain and grow a portfolio of high wealth/high opportunity individual, corporate and foundation donors
- Engage and inspire the Board as active brand ambassadors and in their critical role in fundraising
- Assure the integrity and growth of The Opportunity Alliance brand, including the development and execution of external communication efforts

Board Relations and Development

- Work with the Board President and leadership staff to set objectives for the Board and its committees, including the planning of Board and Executive Committee meetings and agendas
- Advise the Board on organizational achievement of strategic objectives, significant trends in programming and funding, and important developments in communities The Opportunity Alliance serves
- Assure the staff is organized to serve as advisor and resource to the Board in all areas of finance, policy, programs and governance
- Partner effectively with the Board and its committees to maximize their efforts and maintain a focus on the mission and vision, including expanding their role in fundraising to meet the needs of the mission
- Partner with the Board leadership to identify, cultivate, recruit and engage new board members

President and CEO
The Opportunity Alliance
Portland, ME

Programming

- Provide the strategic thinking required to ensure The Opportunity Alliance's programs evolve to meet the needs of the communities it serves
- Lead staff in consistent and meaningful program innovation
- Ensure that programs are aligned to mission, vision and community priorities
- Assure program outcomes are achieving mission, vision and intent and that a rigorous method of continuous improvement is active across all programs
- Execute the organization's results-based accountability approach to ensuring desired outcomes and efficiencies

CANDIDATE PROFILE

The ideal candidate will have the following professional and personal skills, competencies and characteristics:

A Passion for the Mission

The President and CEO will have a demonstrable passion for serving individuals and families and addressing the challenges within the communities TOA serves. With a commitment to self-efficacy, the President and CEO will embrace TOA's history of working alongside communities and families and empowering them to contribute to their own success. The President and CEO will be a dynamic, inspirational, energetic and credible leader, with the presence and gravitas to capture the attention. They will embrace social justice values and embody a respect for diversity in all its forms.

A Proven Ambassador & Fundraiser

The President and CEO will be an inspirational and charismatic leader who will serve as the chief ambassador and fundraiser for TOA. An articulate, informed and passionate public speaker, they will represent TOA as a thought leader in key areas of health, family supports, youth development and education, among others. The President and CEO will be able to effectively articulate and convey TOA's mission and priorities to a range of constituents including donors, partners, families, the Board of Directors and staff. They will be able to work with both public and private funders and will establish strong partnerships and seek opportunities to promote TOA. They will have a fundamental understanding that successful fundraising and the development of partnerships with allied organizations are core responsibilities. The President and CEO will adopt an entrepreneurial approach to expanding and deepening new and existing donor support.

A Strategic Leader Who Executes for Results

The President and CEO will be a strategic and creative thought leader and problem solver with a solid understanding of the strategies needed to advance the work of a mission-based organization, from funding to mission delivery. With a metrics orientation and a commitment to results based accountability, they will offer creative, yet practical, ideas to continue to strengthen TOA's programs, while staying focused on outcomes

President and CEO
The Opportunity Alliance
Portland, ME

and cost effectiveness. They will attract and retain an empowered team that will work with the President and CEO to implement the course of action for achieving the vision. They will have a track record of motivating and inspiring others to achieve impact through creativity and teamwork and of leveraging individuals' strengths to meet organizational goals.

Business and Management Acumen

The President and CEO will possess significant financial acumen and the ability to set priorities decisively, delegate responsibilities, assure accountability and allocate resources to ensure results. They will possess the skills and experience needed to manage and lead, with profit and loss responsibilities, a \$30 million organization with multiple facilities and more than 500 employees. Experienced in managing a large and diverse Board, they will possess the knowledge and ability to ensure that the Board is achieving its primary responsibilities of best practice governance and fundraising.

A Bachelor's degree is required; an advanced degree in a related field is preferred.

CONTACT

Erin Reedy and Alicia Salerno of Koya Leadership Partners have been engaged by The Opportunity Alliance to help in this hire. Please submit a compelling cover letter and resume [here](#).

The Opportunity Alliance is an equal opportunity employer and strongly encourages applications from people of color, persons with disabilities, women, and LGBT applicants.

ABOUT KOYA LEADERSHIP PARTNERS

Koya Leadership Partners is a national retained executive search and human capital consulting firm that works exclusively with mission-driven organizations, institutions of higher education and social enterprises. We deliver measurable results, finding exceptionally talented people who truly fit the unique culture of our client organizations and ensuring that organizations have the resources and strategies to support them. For more information, visit www.koyapartners.com.