

# VIEWCREST ADVISORS

Chief Executive Officer

Position Description 2019



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## THE ORGANIZATION:

An internationally recognized nonprofit, NFTE activates the entrepreneurial mindset and builds startup skills in youth from under-resourced communities, ensuring their success and career-readiness while also creating a more vibrant and inclusive society.

The “future of work” is a topic that engages educators, economists, policymakers, and business leaders, and experts predict profound disruptions to the labor market over the next several decades. NFTE knows that entrepreneurship education changes lives, and believes it is the best way to prepare young people for an uncertain future, which is why the organization is working hard to bring its unique [Entrepreneurship Pathway](#) to more young people every year. Research shows that the entrepreneurial mindset—skills including innovation, self-reliance, comfort with risk, communication, and problem-solving—prepares young people for lifelong success. Equipped with the mindset, as well as the business and academic skills that NFTE teaches, NFTE students are ready to thrive in the innovation economy no matter what path they choose.

In the last school year, NFTE programs reached almost 35,000 students in over 1,000 schools in under-resourced communities, supported by inspirational classroom leaders who comprise NFTE’s Entrepreneurial Teacher Corps. Partnerships in eight other countries allowed NFTE to serve an additional 40,000 young people internationally. Since its founding, NFTE has served more than 1.1 million students.

Throughout its network of U.S. offices, the organization’s talented and passionate team of roughly 60 operates with unified goals and centralized functions. With an annual operating budget of \$15 million and a seasoned management team, NFTE enjoys support and partnership from many generous and committed corporate, foundation and individual donors, dedicated volunteers, schools, districts, community-based organizations, and other industry and field leaders.

More about NFTE can be found [on the website](#). NFTE’s most recent [annual report can be read here](#). Specific research about NFTE’s [Entrepreneurial Mindset Index can be read here](#).

## CHIEF EXECUTIVE OFFICER

*This is an exciting opportunity for a collaborative leader who is passionate and committed to: helping students from under-resourced communities achieve success; and building the workforce of tomorrow. NFTE’s outstanding talent (staff, board members, volunteers, alumni), established brand, extensive and relevant relationships, and deep network of corporate and foundation partners offer a compelling platform for driving significant social impact and inclusive prosperity.*

The Chief Executive Officer (C.E.O.) must: inspire and expand NFTE’s community; attract significant financial resources as the organization moves toward sustainability; ensure that NFTE continues to recruit and retain exceptional talent; lead with clearly aligned plans and objectives; and strengthen an organizational culture that is positive and values staff, students, teachers, and external stakeholders.

NFTE’s board of directors and staff are committed to the organization’s strategic plan, NFTE 2022. Currently completing year two of the plan, NFTE is on track to deliver impressive results in three areas: **reach** (teaching 200,000 career-ready entrepreneurial youth annually in the United States by the 2022-2023 school year;

# VIEWCREST ADVISORS

articulating the Pathway; refining all programmatic models; leveraging digital/technology tools), measurable **impact** and long-term financial **sustainability**. The next C.E.O. will embrace and further evolve this critical work.

**Reports to:** Board of Directors

**Based:** New York City

## Specific responsibilities:

- Champion NFTE's mission and programs; inspire all of NFTE's current constituents and expand the organization's reach and community.
- Identify, cultivate, develop, personally secure and steward high impact major individual donors, and develop mutually beneficial foundation and corporate partnerships; ensure that funds are properly and strategically allocated.
- Attract, motivate and retain a passionate team; drive clarity of roles, professional development, operational excellence, creativity, innovation and continuous improvement.
- Engage the Board of Directors in its important governance role by openly communicating about the organization's opportunities, strategic choices and progress toward goals.
- Ensure collaboration and a "One NFTE" approach across functional and regional/national teams.
- Guide the ongoing development of NFTE's programs and measurement of student outcomes.
- Engage and motivate NFTE's program offices in their efforts to strengthen partnerships with schools and districts, cultivate local donors, and raise the public profile of NFTE in their communities.
- Model and promote a positive, inclusive, and accountable culture.

## Qualifications and Experience

- Significant leadership experience within a mission-driven business, social enterprise or nonprofit focused on youth, education, workforce or economic development.
- Successful track record of identifying, cultivating and securing significant new funding from philanthropic partners while simultaneously deepening relationships with current funders.
- Notable and tangible accomplishments:
  - as a compelling external representative and mission advocate;
  - building and promoting a program/organization's brand;
  - refining and executing on ambitious strategic plans that deliver meaningful programmatic results;
  - mentoring and leading an inclusive and high-performing team across multiple, geographically-dispersed locations;
  - driving operational/fiscal discipline, transparency and problem-solving;
  - setting clear priorities as well as guiding investments in people and systems.
- Ability to travel 30%-50%, depending on need.

## Leadership attributes:

- Models the entrepreneurial mindset: comfort with risk; creativity & innovation; critical thinking & problem-solving; initiative & self-reliance; communication & collaboration; future orientation; opportunity recognition; and flexibility & adaptability.
- Collegial, with excellent interpersonal skills and an authentic relationship orientation. Connects credibly with corporate, institutional philanthropy and major donors *as well as* students and educators.

# VIEWCREST ADVISORS

- Persuasive communication skills; able to share an inspirational vision with current and future donors, partners and colleagues.
- A collaborative style; ensures diverse perspectives are heard and champions ideas from all levels of an organization or throughout a community.
- Determination, high energy, passion, focus, kindness and discipline.

Please share nominations or submit a resume and cover letter, in MS Word format, to Kathleen Yazbak, Founder and Nora Nichols, Associate at Viewcrest Advisors: [nfte@viewcrestadvisors.com](mailto:nfte@viewcrestadvisors.com)

*NFTE is committed to diversity in the workplace.*

*Viewcrest Advisors is committed to social justice and access to opportunity; we actively cultivate relationships with leaders who have varied life experiences as well as the skills needed to lead strong, innovative organizations.*