



Position

Executive Director, First Tee — Athens

Organization

First Tee — Athens is a new First Tee chapter dedicated to creating experiences that build character to empower kids through a lifetime of new challenges and continuous personal growth. By seamlessly integrating the game of golf with a life skills curriculum, First Tee — Athens creates active learning experiences that build inner strength, self-confidence and resilience that kids can carry to everything they do. These character education programs will be offered at golf courses and schools in the community.

Position Summary

The Executive Director (ED) will provide leadership and direction to fulfill the organization's mission. Inspired by a genuine passion for empowering and helping youth succeed in life, s/he will work diligently to promote and expand the efforts of the organization.

Reporting to and partnering with the Board of Directors, the ED will have overall strategic and operational responsibility for building First Tee — Athens's funding, volunteers, staff, programs and strategic plan.

The ED will be a highly visible member of the community, representing First Tee — Athens throughout the service area. S/he will embody the First Tee's strong commitment to its youth and will promote the organization throughout the community, accelerating its impact, resource development and brand recognition.

The ED will be instrumental in helping First Tee — Athens achieve its full potential.

Key Criteria for success of the role include:

- Achieving strong fundraising success through a robust development program, including expanded engagement with individuals, corporations and foundations;
- Embodying a clear, inspiring, entrepreneurial vision and guiding the team to translate those strategies into effectively executed plans;

- Partnering effectively with the Board of Directors and to build on the success of the program to continually innovate and improve outcomes for youth;
- Ensuring program effectiveness through evaluation of quantitative and qualitative program analytics to articulate a comprehensive impact story;
- Expand and scale First Tee's programming in additional high priority, at risk neighborhoods.
- Ability to collaborate effectively with the Board of Directors to develop strong board governance and fundraising practices.

Responsibilities

Strategy: ED will lead, along with the board, strategies and goals to align and coordinate efforts to grow operations, programs, and resources. ED will create an annual development plan supporting the chapter strategic plan. ED will have fiscal responsibility of the organization along with responsibility to budget /forecast to align with strategic plan.

Fundraising: ED, along with the Board, will identify, cultivate, solicit, and steward donors and key partners to support the organization. ED will establish revenue goals tied to strategic priorities and track progress. Creative, donor-centric stewardship is to be complemented by relationship and mission-based acquisition of new donors of all levels, including major donors with the capacity to retain major gifts.

Governance: The ED and the Board will work together to determine how the organization can best achieve its mission. The ED will support the Board in their roles and responsibilities and work to facilitate a strong recruitment and development process.

Marketing: The ED will leverage national brand collateral for First Tee — Athens, including website and Canva collateral. ED will be the local storyteller and communicate stories of impact and opportunities to empower kids by putting them on course for life.

Management & Compliance: ED will provide energetic leadership, support, and recruitment assistance to the Board; develop a staffing plan and oversee growth of office infrastructure. ED will ensure chapter maintains compliance with national organization. Manage custom First Tee Salesforce platform.

Qualifications

- Demonstrated history of success in coordinating and implementing integrated fundraising strategies, grant / proposal writing, fundraising events, major gifts, campaigns, donor relationship building, and planned giving;

- Experience with profit and loss, budgeting, fiscal management. Management of staff and volunteers (including developing a governing Board), partner alliances, and procurement of resources for direct-service programs;
- Passionate youth development ambassador with experience promoting access to and involvement in programs by youth participants, their families, volunteers, donors, donor prospects, and allied partners;
- General knowledge of sports and enthusiasm for golf and prior direct experience with youth development programming preferred;
- Confident strategic thinker, driven by conviction and knowledge, reliant on data analytics and context to inform decision-making, with the fortitude to guide others in these practices;
- Excellent, transparent, and inclusive communicator who follows through and follows up; ability to share thoughts and observations; and who consistently treats others equitably and with respect;
- Well-organized and energetic, lead-by-example doer, committed to personal excellence in leadership and execution who will uphold ethical standards and values of the nonprofit profession and the agency;
- Knowledgeable professional but also an avid and enthusiastic learner willing to ask questions and pursue professional development for self as well as staff and volunteers, fostering an active culture of philanthropic service and teamwork;

To Apply

Please submit a cover letter detailing your experience related to the Responsibilities & Qualifications, along with your resume to Pepper Peete at pepperpeete@firsttee.org.

Closing date for this position is May 1, 2024 or until the position is filled. First Tee — Athens has the right to accelerate or extend the closing date of this position at any time.

Salary Range and Job Type

Salary Range - \$65k - \$80k commensurate with experience.

Full Time, Exempt

Equal Employment Opportunity Statement:

First Tee — Athens is an equal opportunity employer, valuing diversity and inclusion. Our policy is to comply with all federal and/or state laws regarding equal employment opportunity as they relate to employees and applicants for employment. Accordingly, personnel decisions are made without regard to race, creed, color, religion, national origin, age, sex, disability, marital status, sexual preference or veteran status.