

# MORRIS & BERGER

## Position Description

### WORLD OF CHILDREN

### EXECUTIVE DIRECTOR (Irvine, California)

#### ABOUT THE ORGANIZATION:

World of Children's mission is to find, fund, elevate and educate high-impact humanitarians improving the lives of children. Each year, thousands of nominations are reviewed as part of a thorough due diligence process to find and recognize the very best changemakers for children worldwide. Since 1998, World of Children has dedicated more than \$13 million in grants to high-impact programs for children, led by nearly 120 Honorees working in over 50 countries. World of Children is recognized in the media as the "Nobel Prize for Child Advocates" and is the only global recognition and funding program that exclusively focuses on a broad range of children's issues including health, education, safety and human rights.

The organization has grown substantially in recent years, from \$1.4M in 2014 to a projected \$2.45M in 2018. With an ambitious vision to build upon this growth, World of Children is seeking to expand its programs in service of its honorees and consider an endowment to secure its Awards by raising \$5M/year by 2022. The generous Board of Governors of World of Children covers operating costs so that 100% of donations are used directly to fund high-impact programs around the world.

For more information, please visit [www.worldofchildren.org](http://www.worldofchildren.org).

#### POSITION SUMMARY:

World of Children is seeking an entrepreneurial, visionary leader and fundraiser to oversee and propel its next phase of growth in service of the world's most vulnerable children.

Reporting to the Board of Governors, the Executive Director is the organization leader responsible for developing, recommending, implementing, coordinating, and supervising all programs, development, business affairs, and team members.

This role includes working closely with the organization's Co-Founders and Board on initiatives to support the mission and growth of World of Children. The Executive Director will advise the Board on organizational strategy and report to the Board on key performance indicators related to programmatic objectives, development, and financials.

#### DUTIES AND RESPONSIBILITIES:

- **People and Organizational Management** – Develop and manage the team. Recruit, select, train, supervise, evaluate performance of and develop the team, both paid and

volunteer. Grow the World of Children team, particularly the Development and Program staff.

- **Fundraising and Development** – Spend a minimum of 60% of time invested in development, specifically targeted toward the discovery and cultivation of new, creative funding sources as well as major gifts, while providing stewardship to current fundraising methods such as special events and individual giving.
- **Marketing and Community Outreach** – Ensure that the organization and its mission, vision, and specific programs and events are communicated effectively and consistently to all stakeholders, and the broader community at large.
- **Budget** – Lead budget planning and forecasting, ensuring stability, growth, strategic planning and regulatory reporting.
- **Board and Co-Founder Collaboration** – Work closely with the organization’s Co-Founders/Co-Chairs to ensure the execution of World of Children’s vision and communication of a long-term strategy. Provide timely, accurate and complete information to the Co-Founders and Board of Governors, including updates on key performance indicators related to the organization’s programs, development and financial health.

The Executive Director will be based in Irvine, CA, with opportunities to travel to Los Angeles, New York and internationally, and will lead World of Children to its next level of growth and programmatic investment.

#### **TRAITS AND CHARACTERISTICS DESIRED:**

The Executive Director will be an entrepreneurial leader with exceptional interpersonal skills and a collaborative, engaging, and motivational style. The successful candidate must be an outstanding frontline fundraiser with proven experience maximizing giving results through developing productive relationships with donors, board members, volunteers, and staff. The individual must take initiative and actively seek to deepen existing relationships and to forge new ones. Strong communication, listening and presenting skills are essential as is a commitment to promoting the mission and impact of World of Children. The Executive Director must be well organized, focused, and have a goal-oriented work style. A high level of integrity, professionalism, creativity, and compassion is required. The ability to think strategically, be resourceful, and successfully develop innovative results is important. The Executive Director will be a compelling team leader with the ability to inspire, mentor and motivate others. A passion for the mission of World of Children with particular sensitivity to issues of vulnerable children around the globe is essential.

**CAREER TRACK LEADING TO THIS POSITION:**

The ideal candidate will be a dynamic and forward-thinking individual with a minimum of seven years of progressively responsible leadership experience, including demonstrated success building widespread support for an organization through collaborative efforts with internal and external stakeholders. A track record of developing and managing the successful growth of a nonprofit organization and knowledge of best practices in nonprofit management, development, and budgeting are required. The Executive Director must be a skilled team leader with a clearly articulated management philosophy which supports high performance and employee retention. An interest in creating and building a development team and enhancing programs, with the desire to support training and growth for the team and Board will be important. The Executive Director must be willing to travel 25-50% of the time.

**EDUCATION:**

Bachelor's Degree or equivalent experience required with advanced course work in management preferred.

**COMPENSATION:**

Compensation will be competitive. World of Children, Inc. is an equal opportunity employer.

**TO APPLY:**

Please submit resume and a compelling letter of interest in confidence to:

Jay Berger, Ph.D.

via

Morris & Berger

[www.morrisberger.com/currentsearches/worldofchildren](http://www.morrisberger.com/currentsearches/worldofchildren)