CEO/President Position Specification
Nashville Technology Council

POSITION TITLE: **President/CEO**

REPORTING TO: Board of Directors, Nashville Technology Council

LOCATION: Nashville, TN

THE ORGANIZATION: **Nashville Technology Council**
www.TechnologyCouncil.com

POSITION SUMMARY:

The President of the Nashville Technology Council is responsible for providing strategic leadership and overseeing all aspects of the association, including: Board Relationships, Administration, Membership Development & Retention, Program Development, Communications, Economic Development, and Advocacy. The Council has grown by 89% over the past two years and the position is responsible for managing a $1M budget, four full-time staff members, and a 40 person Board of Directors. We are looking a leader to accelerate this growth curve and expand our programs.

PRIMARY RESPONSIBILITIES:

REQUIREMENTS / QUALIFICATIONS / COMPETENCIES FOR SUCCESS:

The ideal candidate will have a minimum of 10 years of progressive management & leadership experience in a technology related role or business. He/She will be recognized as a leader and influencer/connector within their community with the proven ability to develop, implement, market & sell business strategies, plans and processes. A strong knowledge of customer service processes, project management, tools & technologies are also important.

KEY QUALIFICATIONS FOR SUCCESS:

- Solid understanding of the technology industry's, key leaders, trends, and issues.
- Proven ability to work effectively with industry leaders, senior executives, government officials, community leaders, and the media.
- Ability to generate respect and support from, and to build consensus among, a wide range of constituencies.
- Successful track record as an entrepreneur.
- Strong political and business acumen, with the strategic ability to leverage relationships and opportunities to achieve Council goals.
- Excellent oral and written communication skills, so as to deliver Council messages in an effective manner.
- A passion to teach, nurture and develop future leaders. Energized by "connecting" technology leaders within the community.

- Confident and capable of dealing in a highly collaborative, results-oriented and matrix-type environment
- Active, engaged and influential within the Middle Tennessee business community is a bonus
- Comfortable & successful with engaging relationships at senior levels
- Energized by selling, marketing and sharing the vision / benefits of the NTC with others to gain support.
- Exceptional commitment to integrity, ethics and leading by the "Golden Rule"
- Confident, mature and humble.
- Bachelor's degree required, Masters preferred
- Be an active leader in education, innovation, exposure, and connections to the technology community.
- Connect and partner with other Technology Councils, Communities and Associations nationwide to share best practices and drive continuous improvement, resulting in a strong ROI for all members.
- Continue to build and develop the team to achieve this commitment.
- Develop and grow the membership base --- continuously selling the Council's offerings to the business community.
- Expand and aggressively market Sponsorship and Program offerings in support of customer and community needs.
- Take full responsibility for the P&L of the Council – run it like a business!
- Partner with the Board of Directors to establish, set, and measure the three primary management objectives and targets for the association.
- Embrace the "Servant Leader" mentality.
- Create a strong volunteer community in support of the Council

COMPENSATION:

In this role, you will be rewarded with leaving a sustainable and lasting legacy by ensuring that Tennessee becomes recognized nationally as a center for technology & innovation with a talented labor pool and a diversified technology community. In addition, depending on the skills & experiences of the individual hired, we are anticipating a base salary of up to $125K, a performance-based bonus of 20+%, as well as medical/dental benefits.

ABOUT THE TECHNOLOGY COUNCIL:

The Nashville Technology Council, is a 501(c)(6) nonprofit association of technology leaders working together to further promote, strengthen and grow the technology sector in Middle Tennessee. Membership is open to technology companies, employers, service providers, educational institutions, and non-profit companies interested in supporting the growth of technology businesses throughout Middle Tennessee

CONTACT INFORMATION:

If you are qualified and interested in being considered as a candidate for this great opportunity, please submit your resume (in WORD format), along with your most recent compensation information to: ceosearch@technologycouncil.com. In the subject line, please indicate President – Nashville Technology Council.