



EXECUTIVE DIRECTOR JOB ANNOUNCEMENT

Opportunity. Becoming Executive Director of the Alliance for Community Development (ACD) offers the right person the opportunity to make a difference by becoming the leader of a dynamic, financially stable, well-staffed organization and providing the direction required to take that organization to the next level of impact and accomplishment. The Bay Area entrepreneurship ecosystem, particularly underrepresented entrepreneurs, will be the beneficiaries.

Alliance for Community Development. ACD (<https://www.alliancecd.org/>) is a 501(c)(3) not-for-profit corporation dedicated to increasing access to capital and to the full range of other resources for underrepresented entrepreneurs, focused on but not limited to people of color, women, immigrants, and veterans. (At the end of this job announcement you will find a more extensive description of ACD.)

Job Description. ACD is looking for a new Executive Director who will understand and appreciate the significant organizational foundation that has been built by ACD, advance its current programs, and provide leadership in developing new programs that build the entrepreneurship ecosystem for underrepresented entrepreneurs and the communities they serve in the Bay Area. Major responsibilities for the ACD Executive Director include:

- Recommending an annual strategic plan and budget to the ACD Board for adoption and assuming overall responsibility for implementing the strategic plan and budget.
- Coordinating ACD staff to build the ACD network of entrepreneurs, financial partners, and business service providers; provide navigation services to underrepresented entrepreneurs; and support ecosystem partners.
- Producing the annual Bay Area Capital Connections conference.
- Proposing new projects that contribute to accomplishing ACD's goals.
- Acting as spokesperson for ACD.

- Providing leadership in fundraising and earned income revenue generating activities, including the development of new income streams and grant leads to create financial sustainability for the organization's longevity.
- Overseeing all ACD organizational and financial administration, communications, and federal and state tax and other reporting/compliance responsibilities.
- Providing liaison with the fund manager of ACD's investment portfolio and staffing for the ACD Board of Directors meetings.

Qualifications. Applicants should have a strong commitment to ACD's mission and substantial leadership, management, administration, and coaching experience. Additional qualifications include:

- Bachelor's degree required and advanced degree preferred, ideally an MBA, or MPP with at least 5 years of management experience.
- Track record of effectively leading and scaling an outcomes-based organization and staff.
- Proficiency in understanding not-for-profit accounting and financial management and fundraising for not-for-profit organizations.
- Specific examples of having formulated and implemented strategies that have taken an organization to the next stage of growth.
- Excellence in collaborative organizational management with the ability to develop high-performance operations, set and achieve strategic objectives, and manage a budget.
- Strong marketing and public relations experience with the ability to engage a wide range of stakeholders, organizations, and cultures.
- Highly developed interpersonal skills and ability to work effectively in collaboration with diverse groups of people.
- Experience leading and implementing diversity, inclusion and equity based strategies to address internal culture and external impact.
- Effective written and verbal communication skills – a persuasive communicator.
- History of success working with a board of directors.

Please Note: ACD is a Bay Area-wide organization. While our physical office is located in Oakland, we co-work from other spaces across different Bay Area cities. Candidates for this role must be based in, committed to, and familiar with, the Bay Area.

Salary. Commensurate with experience.

How to Apply. Send your resume, cover letter and 3 references to:

ACD.ED.Application2023@gmail.com

Alliance for Community Development

In 2003, the Alliance for Community Development (ACD) joined with the Bay Area Council to sponsor the Bay Area Equity Fund that pursued a market rate of financial return and significant economic, social and environmental impact in low and moderate-income Bay Area neighborhoods. The 10-year fund, capitalized at \$75 million, has been remarkably successful, investing in notable Bay Area companies such as Tesla, Solar City, Pandora, and Revolution Foods. Through its sponsorship of the Bay Area Equity Fund, ACD has received a modest endowment.

For the last 13 years, ACD has presented Bay Area Capital Connections, an annual conference connecting investors and business service providers with underrepresented entrepreneurs. ACD also provides navigation services for underrepresented entrepreneurs, linking them with investors and business service providers. ACD hosts quarterly meetings of its entrepreneur, investor, and business service provider members, helping to build the Bay Area entrepreneurship ecosystem in ways that benefit underrepresented entrepreneurs.