



President and Chief Executive Officer

Summary

The Council for Entrepreneurial Development (CED) is a North Carolina non-profit organization dedicated to connecting regional entrepreneurs with the resources they need to build and launch a successful business. For 35 years, CED has been instrumental in developing a dynamic and diverse entrepreneurial ecosystem in the Research Triangle area of North Carolina. The Board of Directors of CED is seeking a transformational and visionary President and CEO to lead CED into a new era of educating, supporting and expanding the RTP entrepreneurial ecosystem. CED is positioned to lead RTP's entrepreneurial ecosystem in a collaborative community able to attract, build and retain high impact startup companies and the capital/resources required to support entrepreneurs. The CEO is the external face of CED and is responsible for the successful management of the organization and achieving its mission. The CEO reports to the Executive Committee of the Board.

The next President/CEO will be a dedicated, seasoned, vibrant leader with an attitude of perseverance, commitment and confidence. This role requires strong business acumen and experience, including fund-raising, combined with collaboration, organization and communication skills. Influence of internal and external stakeholders, along with consensus building and persuasive skills to achieve growth objectives are key to success.

External-Facing Responsibilities

1. Position the CED mission, vision, and services to entrepreneurs making CED a critical resource and drive CED membership
2. Develop and maintain high-level relationships with CED current and potential funders
3. Raise the visibility of the RTP entrepreneurial community with the press, government and business leaders across North Carolina and the United States
4. Collaborate with other institutions in the RTP entrepreneurial ecosystem including the Chamber of Commerce, NCTA, NC Biotech and the universities
5. Build and achieve high utilization of talented and engaged board and member service providers in order to extend the impact of CED beyond the available financial resources
6. Cultivate and promote North Carolina's existing reputation for education, talent, research, and attractive climate for starting and supporting emerging companies.

Internal-Facing Responsibilities

1. Ensure the creation of new entrepreneur focused programmatic elements to support the CED mission

2. Work with the Executive Committee to develop, refine and execute CED's strategic plan
3. Work with the staff and Development Committee of the Board to meet or exceed fundraising and revenue targets
4. Manage and develop CED's organizational structure and senior leadership team
5. Work with the Finance and Executive Committees of the Board to develop and manage the annual budget

Knowledge, Skills, and Attributes

1. Understands the process of starting and growing a company and how entrepreneur ecosystems add value
2. Knows how entrepreneurial ecosystems function (preferably the RTP ecosystem)
3. Ability and willingness to promote and advocate CED's value to each constituency in the ecosystem
4. Knows how to raise money and develop new revenue streams
5. Relationship Management to collaborate with organizations whose services overlap and distinguish CED's services
6. Financial management skills to operate a small entrepreneurial non-profit organization with finite resources
7. Understands how to manage and utilize a large Board of Directors
8. Ability to think and act strategically
9. Ability to plan and manage change

Experience and Education

1. Minimum bachelors degree. Graduate or professional degree preferred
2. P&L management experience
3. Entrepreneurial experience strongly preferred
4. Fundraising experience

Location: Research Triangle Park, North Carolina

Applications for the CED President/CEO position should include a cover letter and resume and be sent to CEDPresident.CEO@gmail.com Applications will be accepted until September 30th, 2020.

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