

**Chief Executive Officer**

**Position Announcement**

Collaborative Strategies is proud to be conducting the search for a Chief Executive Officer for The Hispanic Chamber of Commerce of Metropolitan St. Louis. The Hispanic Chamber of Commerce is a successful, private nonprofit corporation founded in 1982. The organization strives to promote economic development of Hispanic-owned businesses and improve business opportunities for all in the St. Louis region. This mission is fulfilled by increasing the competitiveness of its member businesses in local, state and international markets. This organization is the cornerstone for the Hispanic business community and participates in present and future business developments of Metropolitan St. Louis.

Over the last 10 years, the Hispanic Chamber of Commerce has more than doubled its membership and been named one of the top Hispanic Chambers of Commerce in the country by the U.S. Hispanic Chamber of Commerce. The new CEO will lead the organization in achieving its mission, financial objectives and strategic growth. This is an opportunity to be a part of an entrepreneurial organization and improve opportunities for Hispanic businesses and professionals.

Reporting to the Chairman of the Board of Directors, the Chief Executive Officer will:

**PROVIDE EXECUTIVE LEADERSHIP:** Direct all day-to-day operations, making timely decisions that result in practical solutions that move the organization forward. Establishand implement both short- and long-term strategic objectivesthat further the organization’s mission. Compellingly articulate the Chamber’s vision and value proposition to stakeholders. Assume full financial responsibility for the organization, including developing and managing the budget, and overseeing all revenue-generating activities. Serve as a key interface and communicate regularly with the Board of Directors and business leaders.

**GROW MEMBERSHIP: Develop strategies and tactics to continue growing and retaining membership. Actively participate in the cultivation and stewardship of the Chamber’s largest members and prospects. Activate the board of directors to participate in member stewardship and events.**

**LEAD EXTERNAL RELATIONS:** Nurture critical relationships with community partners to advocate for Hispanic businesses and professionals. This includes relationships with Hispanic business owners, regional corporate leaders, heads of government, and policymakers. Campaign to advance public policy that represents the interests of Hispanic businesses. Positively represent the organization in the media, in other civic organizations, at events and in the community.

**MANAGE A HIGH PERFORMING TEAM:** Recruit, train, supervise and evaluate staff. Establish objectives and define results required for direct reports in support of the strategic business goals. Coach, inspire and enable staff to effectively perform and work with others. Provide opportunities for staff to further develop their skills.

 **Qualifications**

* Bachelor’s degree in business, non-profit or a related field or equivalent experience. MBA is a plus.
* Minimum of ten years of experience in progressively responsible leadership roles in nonprofit, corporate or entrepreneurial organizations.
* Outstanding cultural competency with the Latino community.
* Fluent in both Spanish and English.
* Strong management skills with a successful track record in attracting and retaining top talent and building a solid team.
* Demonstrated success in fundraising and/or sales.
* Experience building strong relationships with key stakeholders.
* Solid financial acumen.
* Strong computer skills including proficiency in Microsoft Office software.

**Other Skills and Abilities**:

* Must be an innovative and entrepreneurial leader able to develop and implement sound strategies.
* Willingness to roll up their sleeves and do the work themselves or in support of the larger team.
* Able to build authentic rapport with the Hispanic community, businesses, policymakers and the community.
* Diplomatic with the ability to negotiate in a complex, public atmosphere.
* Strong analytical and decision-making skills.
* Excellent communication skills, unquestionable character and background, and a real command presence are mandatory.  Must possess the ability to communicate effectively and tactfully with a wide variety of constituents.
* Must like collaborating with people and having a hands-on approach to creating success.  The ability to engage a wide variety of people to join the effort is imperative.
* Must be personally accountable for deadlines and goals.
* Excellent personal organizational skills with the ability to effectively prioritize and direct the flow of multiple projects and tasks simultaneously.
* Must be able to effectively represent the organization and reflect organizational values.  Passion for the organization’s mission and desire to go above and beyond to fulfill the position and make an overall contribution to the organization.

**Ready to Apply?**

If you are interested and qualified and ready to take the next step, apply on-line at [getcollaborative.com/careers](https://csimail.sharepoint.com/sites/AllCompany/Shared%20Documents/General/Search%20Practice/Searches%20-%20Open/CCI-Director%20of%20Human%20Resources/POSITION%20ANNOUNCEMENT/getcollaborative.com/careers). All inquiries and resume submissions will be treated as strictly confidential. Please do not contact the Hispanic Chamber of Commerce directly.

Collaborative Strategies, Inc. is a St. Louis-based consulting firm with a dedicated search practice and has been connecting talent with opportunity since 1994. We take pride in matching talented leaders seeking mission-critical endeavors with entrepreneurial organizations such as the Hispanic Chamber of Commerce. For more information, visit us at www.getcollaborative.com. To view our job board, visit [getcollaborative.com/careers](https://csimail.sharepoint.com/sites/AllCompany/Shared%20Documents/General/Search%20Practice/Searches%20-%20Open/CCI-Director%20of%20Human%20Resources/POSITION%20ANNOUNCEMENT/getcollaborative.com/careers).

**Equal Opportunity Employer**