POSITION DESCRIPTION
Client Organization: Greater Nashville Technology Council
Position Title: President & CEO
Reports To: Board of Directors
Location: Nashville, TN

COMPANY OVERVIEW

The Greater Nashville Technology Council (NTC) is a 501(c)(6) nonprofit leading Middle Tennessee's technology industry by fostering innovation, education, and advocacy. The NTC Foundation, a 501(c)(3), focuses on developing tech talent pipelines to support the region's workforce needs. NTC unites businesses, institutions, and organizations to strengthen the $8 billion local technology ecosystem.

POSITION OVERVIEW

The President & CEO, reporting to the Board of Directors, will drive the NTC's growth, membership engagement, financial health, and workforce development strategy. The leader must foster transparent board communication, build strong external relationships, and enhance NTC's value to members, partners, and sponsors.

RESPONSIBILITIES

Leadership & Governance

- Foster transparency and collaboration with the Board, delivering clear, actionable financials, metrics, and updates.

- Develop a strategic plan with long-term goals and short-term initiatives, aligning with the Board's direction and member needs.

- Ensure financial sustainability, maintaining net positive results and a minimum of 3 months' cash reserves. Present actionable plans for resource allocation and necessary cuts.

- Build and empower a high-performing team while maintaining operational excellence and program delivery.

- Establish clear success metrics and consistently communicate progress to the Board and stakeholders.

Membership Engagement & Value Proposition

- Engage and actively listen to members through regular surveys and interactions, delivering programming that meets their needs.

- Enhance the NTC's value proposition with a focus on professional development, advocacy, networking, and philanthropic initiatives.

- Reinvigorate programs by re-engaging members in planning and execution, fostering ownership and inclusion.

- Provide reliable membership metrics, ensuring clarity and transparency on engagement and growth.

Event & Program Management

- Prioritize key strategic events, balancing programming quality and team resources.

- Ensure events align with sponsor expectations, maintaining a balanced attendee profile to deliver value.

- Partner with members on event planning and execution to amplify participation and innovation.

Workforce Development

- Advance initiatives to build Middle Tennessee's tech talent pipeline through education, upskilling, and workforce programs.

- Collaborate with educational institutions, members, and public/private partners to address workforce needs.

- Champion partnerships that strengthen workforce development and grow regional innovation.

Sponsorship & Business Development

- Dedicate resources to sponsorship development, securing long-term partnerships that align with sponsor ROI.

- Address sponsor feedback by enhancing event programming and attendee quality to improve outcomes.

- Grow the NTC's membership and sponsorship base, balancing value delivery with fundraising goals.

External Relationships

- Rebuild and maintain strong relationships with regional chambers of commerce, educational partners, and community organizations.

- Prioritize collaboration to share workloads, amplify results, and enhance NTC's regional influence.

QUALIFICATIONS

- 10+ years of progressive leadership in technology, business, or nonprofits. Proven experience managing financials, teams, and growth initiatives.

- Demonstrated success fostering transparent relationships with boards and stakeholders.

- Strong strategic planning experience with a record of aligning organizational goals with execution.

- Exceptional communication, relationship-building, and fundraising skills.

- Proven ability to develop membership engagement, sponsorship value, and financial sustainability.

- Passion for advancing tech workforce development through partnerships and education.

- Bachelor's degree required; MBA or advanced degree preferred.

Skills & Competencies

- Transparent communicator with strong analytical and strategic skills.

- Ability to prioritize resources and programs effectively for high impact.

- Collaborative mindset with the ability to re-engage members and external partners.

- Entrepreneurial and action-oriented with a focus on accountability and measurable outcomes.