

Chief Executive Officer

JF&CS Atlanta

Atlanta, GA

Salary: \$300,000

The Organization

For more than a century, Jewish Family & Career Services has served the metro Atlanta community and is one of its longest continuously operating social service agencies. Every day, people of all ages receive direct services from JF&CS across five service areas:

- Older Adult Services for aging individuals and their families.
- Intellectual and Developmental Disabilities Services for adults with disabilities, their families, and caregivers.
- Clinical Services for children, adolescents, adults, couples, and groups.
- Dental Services available at no cost to Atlanta's neediest population.
- Supportive Career Services.

JF&CS has established itself within the Atlanta community as a strong and vibrant provider of social services to both Jewish and non-Jewish people. In 2012, JF&CS received the Managing for Excellence Award from the Community Foundation of Greater Atlanta in recognition of its "exemplary nonprofit management." It enjoys strong support from the Jewish philanthropic community and receives major support from other philanthropic organizations.

For more information about the JF&CS Atlanta, go to <https://jfcsatl.org/>.

The Position

JF&CS seeks a seasoned CEO with demonstrated experience in relationship-building and fundraising as well as a passion for human services to advance the excellence of the organization's work. The CEO will have primary responsibility for managing, guiding, integrating, and developing the deeply talented professional team at JF&CS and will represent the agency both within the Jewish community and the community-at-large, enabling it to maintain and grow its presence among clients, partners, and donors.

The CEO reports to the Board of Directors, meets regularly with the Board Chair, and will also interface regularly with the entire Board. The CEO directly supervises the Agency's Chief Operating Officer, Chief Impact Officer, Chief Financial Officer, and Chief Philanthropy & Marketing Officer.

Leadership and Executive Management

- Act as face, heart, and soul of the agency by effectively communicating mission and vision and living the organization's values.
- Build consensus and foster collaboration at all levels.
- Empower staff to maximize productivity, ensure professional excellence, and promote teamwork.
- Ensure that human resources, data platforms and technology systems are aligned to meet goals and expectations effectively.
- Work with the Board to plan and execute change when and where needed while understanding and respecting organizational culture and history.
- Drive innovation and multi-generational messaging.
- Create new processes and refine existing ones to enhance infrastructure for growth.
- Regularly evaluate the management and status of all financial resources and procedures
- Stay current on trends in health and human services sectors.
- Invest time in developing oneself and his/her direct reports.

Institutional Advancement

- Serve as primary spokesperson representing JF&CS in the Atlanta Jewish community, the broader Atlanta community, the national health and human services sector and the national Jewish community.
- Build relationships with community partners, including government agencies.
- Be personally active in building relationships with major donors and soliciting these major contributors.
- Identify and connect with new and potential donors.
- Work with development staff and Board to motivate both lay leaders and professionals in their fundraising efforts and to develop effective strategies to increase funds received, including major gifts from key individuals, foundations, and corporate donors, as well as government grants.
- Place particular emphasis on creatively diversifying funding.
- Work with the Board to craft and sell a compelling organizational vision in accordance with and animating the current strategic plan.

Financial Oversight

- Work closely with the volunteer leadership and staff responsible for finance and administration, ensuring that fiscal oversight and management are in place.
- Ensure fiscal responsibility, stability, forecasting, and accountability to control costs and increase revenue.
- Possess keen analytical skills, budget, and business acumen to closely monitor financial status and ensure sound financial control.
- Grow foundation and corporate grants and pair metrics of finances with program outcomes.

ROLE OVERVIEW (cont.)

Board Governance and Development

In conjunction with the Board:

- Steward relationships with Board members and agency volunteers to ensure a pipeline of future lay leaders.
- Sharpen expectations of Board members.
- Deepen and diversify the roles of Board members to advance the organization's mission and meet strategic objectives.

Annual Operating Budget	Annual Fundraising Campaign	Number of Direct Reports // Full Team
\$25.3M	\$9-10M in major gifts, grants, and events	5 // 160 FT and 40 PT

THE IDEAL CANDIDATE

The ideal candidate for the CEO position possesses the following competencies:

Drives Vision and Purpose Painting a compelling picture of the vision and strategy that motivates others to action.	Resourcefulness Securing and deploying resources effectively and efficiently.	Strategic Mindset Seeing ahead to future possibilities and translating them into breakthrough strategies.
Decision Quality Making good and timely decisions that keep the organization moving forward.	Balances Stakeholders Anticipating and balancing the needs of multiple stakeholders in a diplomatic fashion.	Instills Trust Gaining the confidence and trust of others through honesty, integrity, and authenticity.

THE IDEAL CANDIDATE (cont.)

Additional Qualifications and Characteristics

- Demonstrated track record of visionary leadership, strategic direction, effecting change and taking risks in large-sized organizations for at least 3+ years.
- Ability to inspire and lead multiple audiences and in multiple settings with the utmost integrity.
- Proven success in stewarding relationships with funders, Board members, staff, and volunteers.
- Experience in the non-profit management sector, in social services, health care management, program planning/implementation, or a relevant field.
- Extensive experience managing diverse teams using emotional intelligence, authenticity, and compassion.
- Demonstrated experience in revenue development, building relationships, and community outreach and a history of being a presence in the community.
- Exceptional budgeting skills and financial understanding of non-profit organizations.
- Excellent listening and communications skills.
- Respect for, and commitment to, the Jewish values of the agency.
- Creative and strategic mind.
- Strong critical-thinking skills and a history of viewing the world through a rational, data-driven lens.
- Experiments and tests new ideas but rigorously evaluates results. Values metrics for evaluation and continuous improvement.
- Understanding of marketing, branding and how to implement strategies to increase awareness and relationships.

WHO WE ARE

Work Environment

The CEO will be expected to be on site 5 days a week, and there will be some travel. JF&CS works 7-hour days and a 35-hour work week.

Our Commitment to Diversity, Equity, & Inclusion

JF&CS Atlanta is an Equal Opportunity Employer that welcomes and encourages diversity in the workplace.

COMPENSATION AND BENEFITS

Salary

\$300,000

Benefits

- Medical, Dental, and Vision insurance
- Long-Term Disability insurance
- Life insurance and AD&D
- 401(k) retirement plan
- 140 hours of paid vacation and 105 hours sick time
- Federal holidays and major Jewish holidays are celebrated
- AFLAC Supplemental Benefits (Optional)
- Paid Parental Leave
- Employee Assistance Plan (EAP)
- Long-Term Care (Optional)

TIMELINE AND NEXT STEPS

If you are interested in this position, please [click here](#). All applicants will receive an email confirming receipt of their application.

We encourage candidates of all backgrounds to apply even if you do not meet all of the qualifications outlined above. The application deadline is May 15, 2025.

Sarah Raful Whinston
Partner

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[Submit an application](#)