

Director of Membership & Community Engagement – Full-time

Does making a difference in the lives of girls interest you?

If so, then come be a part of an organization that has a solid history and a growing future – work for **Girl Scouts of Nassau County (GSNC)**. We are seeking a **Director of Membership & Community Engagement** to lead the Membership and Community Engagement team in planning for and achieving membership growth and retention.

GSNC is the preeminent nonprofit youth organization serving girls in Nassau County. Over 18,000 girls learn leadership skills and the importance of community service through our programs that teach courage, confidence, and character in a fun and safe environment.

Use your management and sales experience to give girls a strong future – apply now!

The Director of Membership & Community Engagement is responsible for developing, implementing, and assessing comprehensive year-round recruitment plans for overall membership growth and for leading and guiding the Membership and Community Engagement team. This position works in partnership with other operational and organizational functions to support organizational mission, goals and strategic priorities.

Essential Duties and Responsibilities include:

- Develops and ensures implementation of a comprehensive plan for recruitment of new girl and adult members to ensure that Girl Scouting is available to all segments of the population. The plan would include community cultivation strategies to elevate, promote and enhance visibility of the Girl Scout mission and program.
- Effectively uses data to inform decisions. Conducts ongoing strategic analysis of data to identify gaps in service, making tactical and strategic adjustments to staffing and/or processes as necessary.
- Provides strategic oversight and champions efforts related to strategic recruitment goals by collaborating with Marketing and other internal teams to ensure the effective implementation of recruitment strategies.
- Oversees the operational aspects of the Membership and Community Engagement Team, assessing the effectiveness of processes and procedures and leading the team in lessons learned and best practice sharing. Builds and maintains a high functioning team by ensuring ongoing coaching, feedback and staff development/training (including sales training) is provided, and that staff are deployed appropriately.
- Contributes to Council effectiveness by participating or providing leadership, as needed/assigned, on special task forces or committees.
- Develops and manages departmental budgets and corresponding resource allocations.
- Actively represents and extends Girl Scouting in the community through presentations, collaborative efforts, and networking, and ensures Girl Scout program opportunities throughout Nassau County.

Our Director of Membership & Community Engagement will need to have the ability to supervise and work with individuals of diverse backgrounds and ages, motivating staff to provide an exceptional experience for our customers and reach high performance sales. You will need excellent written and oral communication skills, strong interpersonal skills with some background in conflict resolution and excellent presentation skills with the ability to organize complex concepts to staff, volunteers and community members.

Essential Requirements:

- Demonstrated leadership in recruiting, developing and managing volunteers.
- Superior organizational skills.
- Ability to perform tasks that involve light physical activity which may involve some lifting, carrying, pushing of objects (20-25 pounds) and or standing for periods of time.
- Knowledge and understanding of Girl Scouting, the Girl Scout Promise and Law, beliefs and principles a plus.
- Ability to work a flexible schedule, which includes day-travel and regular evenings and weekends.

Qualifications:

- Bachelor's degree or equivalent experience.
- Minimum of five years' work experience in a related field, preferably sales/marketing. Experience in a membership or non-profit youth organization a plus.
- Minimum of three years demonstrated management experience.
- Certifications or completion of training programs pertinent to the sales profession and/or non-profit management a plus.
- Fluency in more than one language a plus.
- Proficiency in Microsoft Office Suite including Outlook, Word, PowerPoint, and Excel, and familiarity with current social media tools (e.g. Facebook and Twitter). Proficiency with Salesforce or CRM tool a plus.

Full-time Director of Membership & Community Engagement

Explore your potential – come work for Girl Scouts today!

Apply now!

Girl Scouts of Nassau County is committed to diversity. EOE.

Link to apply:

<http://www.gsnc.org/en/about-girl-scouts/our-council/employment.html>