



Position Profile
Regional Director of Engagement & Partnerships
The Arc Central Chesapeake Region
Easton, MD

The Arc Central Chesapeake Region's mission is to promote respect, create opportunities, and advocate for equal rights for all people with intellectual and developmental disabilities. We seek a dynamic Regional Director of Engagement & Partnerships to build The Arc's brand, community engagement and awareness on the Eastern Shore.

The Organization

The Arc Central Chesapeake Region (The Arc) was founded in 1961 to provide services and supports to people with I/DD in Anne Arundel County, MD and has experienced a history of growth and expansion since then. We now proudly serve Anne Arundel, Caroline, Dorchester, Kent, Queen Anne's and Talbot counties. Our organization is committed to providing superior programs and services to those with I/DD who are of any age and in any stage of their lives.

Our core values are evident in all aspects of our programs and services. We believe that people with intellectual and developmental disabilities:

People First: Are defined by their own strengths, abilities and inherent value.

Equity: Are entitled to the respect, dignity, equality, safety, and security accorded to other members of society, and are equal before the law.

Community: Belong in the community and have fundamental moral, civil and constitutional rights to be fully included and actively participate in all aspects of society.

Self-Determination: With appropriate resources and support, can make decisions about their own lives and must be heard on issues that affect their well-being.

Diversity: Society in general and The Arc in particular benefit from the contributions of people with diverse personal characteristics including, but not limited to, race, ethnicity, religion, age, geographic location, sexual orientation, gender and type of disability.

We live our values in our programs and services which include:

- Community Living
- Employment
- Family and Children's Services
 - Respite Services
 - Educational Advocacy
 - Life Transition Series
 - Resource Guide (tailored by county)
- Self-Directed Fiscal Management Services

The Arc advances all of our programs and services to individuals and families in five of the nine counties that comprise Maryland's Eastern Shore.

The Arc has:

- 218 individuals supported in their communities and homes
- 111 individuals enjoying employment and day services
- 36 Employers
- 144 Individuals and families served through the Family Support Program
- 420 Individuals and families having fiscal control
- 19 Children and families served through our Educational Advocacy Program

With a current staff of 425, The Arc is led by the CEO and an 8-person senior leadership team. We are governed by a 17-person Board of Directors, which includes self-advocates and family members of individuals with I/DD as well as community and business leaders. The current budget is approximately \$30M. For more information about our organization, see www.thearcccr.org.

The Position

Reporting to the Director of Advancement and the Chief of Staff, the Regional Director of Engagement & Partnerships (Regional Director) will build and implement a strategic engagement and partnership strategy aligned to The Arc's mission while being a brand ambassador for the organization on the Eastern Shore. S/he will increase awareness about the range of programs and services that The Arc offers to individuals of all ages and abilities, cultivate new philanthropic relationships to support sustainable growth in services, and develop new partnerships that expand opportunities for individuals with intellectual and developmental disabilities.

Key responsibilities for the Regional Director of Engagement & Partnerships include:

- Develop relationships with public, private, corporate, philanthropic and nonprofit sector partners and advance the profile of The Arc on the Eastern Shore
- Represent The Arc at meetings and presentations to local and state partners and stakeholders, serving as a key liaison to community groups, county governments and other organizations
- Plan and facilitate engagement sessions, meetings and other convenings, working with a broad variety of stakeholders, such as staff, consultants, volunteers and community partners
- Ensure communications and engagement initiatives are aligned across the Eastern Shore, working both independently and also coordinating across teams
- Support the CEO to recruit board members and volunteers
- Collaborate with the Director of Workforce Development to build related business relationships that will lead to employment outcomes
- Advance relationships that support development activities

Experience and Attributes

Ideal candidates for this position will share our commitment to The Arc's mission, a deep connection to the Eastern Shore and an understanding of the current news and activities related to education, disabilities, housing and workforce development, including:

- 5+ years' experience in strategic partnership development, government relationship and/or community engagement
- Track record in improving brand awareness resulting in growth and/or improved reputation for an organization
- Zest for connecting and coordinating across multiple teams
- Skilled at managing external relationships and liaising with diverse staff at different levels
- Excellent verbal and written communications, as well as strong interpersonal skills
- Ability to work independently, be flexible and productive in a fast paced environment, while managing a multi-dimensional workload
- Self-starter, inquisitive, and high emotional intelligence
- Must possess a valid driver's license and have access to vehicle
- Proficiency in Microsoft Office; knowledge of E-Tapestry software or similar CRM database experience preferred
- Deep roots on Maryland's Eastern Shore; including being a resident in Queen Anne, Talbot, Caroline, Dorchester or Kent counties preferred
- Bachelor's degree strongly preferred; master's degree and/or Certified Fundraising Executive (CFRE) certification is a plus

Salary will be commensurate with experience; The Arc offers a robust compensation package.

Application Process

To apply, e-mail your resume, cover letter and salary requirements to: ArcRD@raffa.com (e-mail applications are required and only complete applications will be considered). For other inquiries, contact Ginna Goodenow at ggoodenow@raffa.com.

The CCR is an equal opportunity employer. Resume reviews begin immediately; interviews begin in late January 2018.