

Position Title: Vice President of Finance and Growth Strategy

Category/FLSA Status: Full-time, Exempt

Supervisor: Chief Executive Officer

Supervises: Director of Operations, Director of Business Development

Position Summary:

This role is responsible for strategy development, execution, and financial planning for a high-growth nonprofit organization. The position is responsible for implementing new delivery models, creating a roadmap to support strong revenue growth, and inspiring the development of innovative product offerings. That includes identifying profitable revenue opportunities and developing the structure, partnerships, capabilities, go-to-market strategies, and execution plans necessary to capture the growth opportunities. This Vice President will help the CEO build a high functioning organization and shape an agile culture within a diverse team to operate on the leading edge of new trends and will be the public face through strategic partnerships with key external stakeholders.

Primary Responsibilities and Duties:

- Leads and develops analysis, research and solution development to support the CEO in setting the strategy for the organization.
- Responsible for defining and developing models and frameworks for conducting research and analysis, works with internal and external sources to collect relevant data, coordinates and executes required analysis, and develops appropriate communication to senior management.
- Gathers, interprets, and evaluates financial information and develops recommendations to achieve the organizations financial objectives.
- Drives monetization of new offerings via setting of commercialization strategy, operationalizing end-to-end processes for new initiatives, and measuring outcomes.
- Performs financial scenario planning to determine the consequences of alternative methods, plans and strategies.
- Leads the annual planning process, contributing to the development of the overall annual strategic and financial plans.
- Evaluates financial performance of the organization including cost analysis and budget administration.
- Leads project scoping, qualitative/quantitative data collection, analysis insights, and recommendations of ad hoc projects related to revenue growth goals.
- Develops benchmark reporting and insights and drives the sharing of best practices to enhance growth and engagement.
- Exercises judgment within generally defined practices and policies in selecting methods and techniques for obtaining solutions.
- Having broad expertise or unique knowledge, uses skills to contribute to development of company objectives and principles and to achieve goals in effective ways.
- Directs and provides subject matter expertise for analysis, research and solution development
- Coordinates and participates in teams addressing multiple business unit issues.
- Manages relationships and work of third-party contractors in accounting, audit and tax and technology.

Minimum Qualifications:

- Bachelor's degree
- 12+ years of work experience in either an in-house or external strategy function

- Exceptional ability to structure ambiguity, analyze large sets of data, problem solve, and communicate recommendations to others in simple terms
- Inspiring and effective team leader with experience managing and developing talent
- Superior organization and project management skills
- Strong interpersonal skills and the ability to effectively communicate, both written and verbally
- Detail-oriented with the ability to multi-task and meet deadlines with minimal supervision
- Ability to work effectively in a fast paced, team environment
- Advanced PowerPoint and Excel (e.g., full presentation development, exceptional financial modeling skills)
- Demonstrated decision making and problem-solving skills
- Proven experience supporting strategic initiatives focused on business growth and development
- Proven ability to build strategic alliances/relationships with a variety of business partners and key stakeholders
- Proven experience in the development of innovative and focused marketing strategies based on development and analysis of product research
- Proven ability to manage a large volume of complex work effectively and efficiently, prioritizing continually to ensure business results are achieved

Preferred Qualifications:

- MBA or other relevant advanced degree
- Exceptional, results-driven and focused individual, combining a quantitative outlook with the ability to organize, motivate and lead stakeholders across the organization to drive change
- Excellent written, verbal and interpersonal communication skills; the ability to present results of complex analyses clearly and succinctly
- Superior influencing skills with ability to gain the respect of, and build a rapport with, multiple constituencies, internally and externally, and align the interests of multiple stakeholders
- Ability to communicate and work in a fast paced, results oriented environment
- Analytically driven thought leader who can perform business analysis and real-time tactical execution of priority initiatives

Physical Requirements and Work Environment:

This position requires the ability to operate phones, computers, and other office equipment, and the physical ability to perform light lifting. While performing the duties of this job, the employee is regularly required to sit, stand or walk; use hands to finger, handle, or feel; reach with hands and arms; stoop or bend; and talk or hear. The employee must occasionally lift and/or move up to 50 lbs. Work is performed in an office or classroom setting. This person may be required to travel to various locations throughout Dallas County. Generally, the working conditions have little or no exposure to extremes in safety hazards or hazardous materials.

Equal Employment Opportunity:

Girls Inc. of Metropolitan Dallas provides equal employment opportunities to all employees and applicants for employment without regard to race, color, religion, gender, sexual orientation, national origin, age, disability, marital status, veteran status, genetic information, or any other discrimination prohibited by law. The agency complies with all applicable federal, state, and local laws, regulations, and ordinances prohibiting employment discrimination.

Disclaimer:

The above statements are intended to describe the general nature and level of work being performed by employees assigned to this classification. They are not intended to be construed as an exhaustive list of all responsibilities, duties and/or skills required of all employees within this class.