



Meals on Wheels San Diego County is seeking a **President** to provide strategic vision and leadership in guiding the organization into its 60th year and beyond.

At Meals on Wheels, we are proud to be directing the wave of the future in providing seniors far more than a nutritious meal. We have pioneered new technology that allows our volunteer drivers the ability to track well-being; to monitor our clients in real time each day a meal is delivered for physical, mental and environmental changes.

The President will be responsible for fulfillment of the mission; for developing strong relationships within the San Diego community and working with the Board of Trustees to define the strategic priorities and plans for long-term growth and viability. Acting as the chief public figure for Meals on Wheels, the President will successfully and passionately communicate the Agency's message to external and internal audiences as well as local, state and federal agencies.

Our Mission:

The mission of Meals on Wheels San Diego County is to support the independence and well-being of seniors.

Position Objective:

Ensure the financial health and well-being of the agency to include daily administration and organizational management.

Scope of Responsibilities:

The President will apply executive leadership expertise and abilities to the following key responsibilities:

- **Organizational Leadership** - Ensures that the Meals on Wheels Board, senior management team, and staff work in unison to provide the most appropriate and effective structure to fulfill the mission and direct the organization toward a successful future, particularly in support of fundraising, emerging services development, organizational structure and systems, market share expansion, and staff development.
- **Management and Administration** - Maintains fiscal responsibility for the annual budget and provides financial oversight. Assures that the Agency has a strategic plan, approved by the Board, and implements this plan in a timely way; as it relates to emerging services, organizational systems and structure, event development, product innovation, community relations and program development.
- **Board Relations and Communications** - Keeps the Board fully informed of the fiscal condition of the Agency and other important factors affecting the success of the organization. Recognizes threats to the mission and



proposes solutions/strategic direction to the Board. Effectively communicates the mission of the Agency to community members, elected officials, government agencies, and organizations, civic and corporate groups.

- **Revenue, Growth, and Profitability** - Recommends and implements strategies that lead to operational excellence and initiates programs in response to the changing needs of the senior community. Maintains a fiscally healthy operation and sustains an efficient organizational structure that serves the needs of the senior community. Identifies and develops new partnerships.
- **Brand Impact**– Promotes and enhances a positive image of the Agency within the community through impact, client satisfaction, service, public relations, and a drive/passion to produce significant improvements in the well-being of San Diego seniors.

The successful candidate will have extensive nonprofit experience in fundraising, developing and advocating relations with major donors, foundations, government agencies and corporations. They'll possess a proven experience in leading high-performing teams and in the design and delivery of results-based initiatives. The ideal candidate will demonstrate an advanced ability to think strategically and pilot new programs to attract the rapidly growing, diversified senior population.

Qualifications:

- A heart for the mission to support the independence and well-being of seniors.
- Advanced leadership and communication abilities, to include strategic planning and organizational development; and budgeting.
- Demonstrated track record of developing, inspiring and executing on long-term vision and strategy.
- Proven financial and business acumen.
- Success in responding to, and driving, change.
- Ability to cultivate and sustain relationships with major-gift donors, corporate and private foundations.
- Dynamic, charismatic, energetic public speaker and communicator.

Educations/ Experience:

- Bachelor's degree; M.B.A. or equivalent business experience preferred.
- 10-15 years of progressive leadership-level experience.
- Prior background running a Nonprofit organization &/or participating at the Board level.
- Food Industry A+.