

**ORGANIZATION:** For over 25 years, CSH has been a game-changer for the most vulnerable people in our country:

- Helping communities create 200,000 homes for individuals and families who did not have one;
- Bringing hope to thousands who thought they would live on the streets or reside in institutions forever;
- Ensuring not only a stable home for each but access to the services that brought healthcare, recovery and training to their doorsteps;
- Changing the trajectory of lives away from poverty and despair and toward independence and economic sufficiency.

**POSITION:** If you have a burning desire to make a difference for people and families others have given up on and often say cannot be helped, we have a place for you. No cynics allowed. Not only has CSH proven supportive housing works and does change the lives of individuals facing acute disabilities, complex medical and mental conditions, substance use disorders and economic barriers, we have done so while creating a family of nationally-recognized experts who stay committed to our organization and mission throughout their careers. CSH offers empowerment, development and growth to those we serve and our workforce. We attract talented professionals, offer competitive salaries with benefits, generous family leave and PTO, and fully embrace the philosophy that a sustainable work-life balance is desirable and achievable. With the aim of attracting good people who possess the confidence and drive to get the job done to build a better world, CSH is now accepting applications for an Eastern Region Managing Director.

\*The Eastern Region includes CSH's efforts along the East Coast including New England (CT, ME, RI, NH, VT, MA); Metro NY/NJ/PA; the Mid-Atlantic (DE, MD, DC, VA, WV) and Southeast (NC, SC, FL, GA).

**Location:** Candidate must be located in the eastern region of the United States and near a major airport. Considerable travel within the region and occasionally elsewhere will be expected.

Reporting directly to the VP for Consulting and Field Operations, the Eastern Region Managing Director will be a valued and integral part of the senior management team. Specific responsibilities include:

- Provide overall strategic vision and thought leadership of the Eastern Region program.
- Cultivate, manage and conduct relationship and business development operations within the region.
- Partner with the CEO, CFO, COO and Chief Fund Development Officer to ensure proper strategic support for region and site fundraising efforts, including leading and supporting efforts to secure and execute contracts.
- Work with CSH Senior Management Team by providing briefings on the status and performance of CSH regional operations, offering input on relevant CSH policy changes and helping to resolve operational issues within other CSH units.
- Oversee administration of local site offices by providing direct supervision and strategic advice for Directors, setting realistic performance goals, and monitoring the financial performance of all offices within the designated region.
- Oversee the annual regional work plan and budget creation and monitoring.
- Oversee the management of multiple CSH projects within the region.
- Determine project staffing needs and staff deployment throughout the region.
- Approve project scope description, budget and timeline and maintain staff accountability in meeting project deliverables and outcomes within scheduled timeline and budget.
- Establish mechanisms and tools to ensure that all offices are providing a consistent level of high quality services.
- Ensure region meets annual and longer-term performance outcomes in support of CSH's strategic plan.

The qualities we are looking for include an adaptive, entrepreneurial problem solving approach. Candidates should be driven by strategic thinking executed with creativity and flexibility. It is important to welcome and pursue new ideas and visions for supportive housing and the role it plays in solving complex problems.

Specific qualifications for the Managing Director position include:

- Bachelor's degree in related field strongly preferred. Equivalent experience may substitute for education.
- At least eight to ten years of leadership experience in non-profit and/or government position(s) managing multiple locations. Responsibilities included policy analysis, advocacy, or strategic planning related to low income and supportive housing finance, health care, behavioral health, and/or human services
- At least 4 years of supervisory experience
- Demonstrated ability to work effectively with government agencies, partners and associations, and community-based organizations and to promote CSH priorities.
- Working knowledge of funding streams for supportive housing
- Knowledge and experience with the legislative process and demonstrated ability to move policy initiatives forward.
- Strong organizational, project management, research, program design and analytic skills.
- Skilled in facilitation, team building, forging collaborative partnerships, and developing and maintaining strong relationships within the supportive housing community, and in convening and engaging people from diverse groups and sectors.
- Strong computer skills. Demonstrated proficiency using Microsoft Office Suite including Word, Excel, Outlook, and PowerPoint.
- Candidates must be able to work independently with minimal supervision, exercise solid judgment on a range of issues, and be able to represent CSH in public forums with a high level of professionalism.
- Success in working with foundations and securing foundation funding is highly desirable. Experience securing and managing government contracts and fee for service work a plus.
- The ability to negotiate and clearly communicate CSH's policy positions to external stakeholders in ways that engender respect and strengthen CSH's relationships with stakeholders.
- Demonstrated high-level decision-making and mentoring capabilities.
- Excellent verbal and written communication and interpersonal skills with an aptitude for public speaking and persuasive communication.

**To Apply:**

Candidates should apply by clicking on the link below.

\*Applications received by November 17<sup>th</sup> will be given priority

<https://csh.csod.com/ats/careersite/jobdetails.aspx?site=1&c=csh&id=49>

**CSH is proud that it always has been and always will be an Equal Opportunity Employer.**