JOB ANNOUNCEMENT

Managing Director, Eastern Region

The Organization:
CSH transforms how communities use housing solutions to improve the lives of the most vulnerable people. We offer capital, expertise, information and innovation that allow our partners to use supportive housing to achieve stability, strength and success for the people in most need. CSH blends over 20 years of experience and dedication with a practical and entrepreneurial spirit, making us the source for housing solutions. CSH is an industry leader with national influence and deep connections in a growing number of local communities. CSH is headquartered in New York City with staff stationed in more than 20 locations around the country.

The Position:
Reporting directly to the VP for Consulting and Field Operations, the Eastern Region Managing Director will be an integral part of the senior management team. The Eastern Region Managing Director ensures CSH’s strategic plan is implemented in the region by leading and managing the region’s work-plan goals, budget, fund development, business development, staff deployment and integration with other CSH staff and external partners. Responsibilities include oversight of all administrative functions and projects within the designated region. This includes staff deployment; managing local site Directors; coaching regional staff on professional growth; and providing summative performance reviews for Project Managers.

*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. CSH’s is targeting to hire a candidate that would be based in Washington, DC office, but is open to considering high qualified candidates in other eastern region states.

Responsibilities:

- Provide overall vision for and design of the Eastern Region program.
- Manage and conduct relationship and business development operations within the region.
- Support regional fund development efforts.
- Partner with the CEO, CFO, COO and Chief Fund Development Officer to ensure proper strategic support for region and site fundraising efforts.
- Provide input on potential partnerships; and participating on CSH’s Executive Team, internal workgroups and Loan Monitoring Committee.
- Lead and support regional 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 assignments.
- 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.

Competencies:
All CSH staff share a common competency framework. This guides our approach and in turn, helps us create value. Successful candidates will be adaptive, entrepreneurial problem solvers with a demonstrated commitment to social justice. Their work will be driven by strategic thinking and executed with creativity and flexibility with an ability to adapt approach, strategy, and tactics rapidly in response to changing information or program...
need. It is important to articulate and strategically pursue new visions and ideas for supportive housing, and the role it can play in solving complex problems.

Strategic:

- Ability to assess situations and opportunities and translate them into plans of action. Understands how to work through formal channels, informal networks and with partners in varied public sectors and philanthropic settings.
- Ability to persuade others and make vision sharable.

Pragmatic:

- Effectively manage multiple projects simultaneously; including large multi-site, multi-year programs and ensuring program compliance are required. Must be adept taking initiative and pursuing program goals with minimal supervision.

Collaborative:

- Ability to establish excellent relationships and work cooperatively with individual, groups and organizations that are diverse in mission, composition, function, capacity and geographic location.
- Ability to find common ground and effectively facilitate discussion among stakeholder groups with divergent views.
- Skilled in developing and delivering cogent and compelling presentations to varied audiences.

Accountable:

- Strong analytical, interpersonal, presentation and written and verbal communication skills.
- Sets a high focus for personal and team performance with a focus on results.

Qualifications & Requirements:

- Bachelor’s degree or advanced 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 visiting the link below. All applications must include a Resume, Cover Letter and Salary Expectations.


CSH is committed to a policy of equal treatment and opportunity in every aspect of its relations with staff members and prospective employees, and will not discriminate against applicants for employment because of race, creed, color, national origin, age, disability, marital status, sex, or sexual orientation. CSH is also committed to a policy of affirmative action in the hiring of staff and encourages employment applications from people who are representative of the culturally and ethnically diverse communities CSH serves.