



Job Posting

President & Chief Executive Officer United Way of New York State

The Opportunity

United Way of New York State (UWNYS) seeks an innovative leader to serve as its next President & CEO to shape the future of the network and increase collective impact across the State. Founded in 1975 to bring together local United Ways to have a voice in state policy, the network is at an exciting turning point and evolving to a Thriving United Way model to build upon local expertise and leverage the power of a statewide network to help improve the lives of all New Yorkers.

The next President & CEO, in partnership with network members and the Board, will define, shape and support a new strategic vision for the organization. The successful candidate will come with a growth mindset with proven progressive leadership experience, excellent track record in government and philanthropic fundraising, advocacy, and strong communication and networking skills. In June 2024, the UWNYS network completed an organizational visioning process and identified 3 key priority areas for UWNYS: Fundraising, Visibility, and Advocacy. The next President & CEO will position the network as the “go-to” for local solutions and promote the power of the network, expand financial support from government and other sources, influence public policy, develop and manage statewide initiatives, including 211 and ALICE, that support the needs of local United Ways and the constituencies they serve. The next CEO must demonstrate a passion for United Way and be able to engage its membership and other stakeholders to advance the mission through collaboration, professional contacts and strategic communications.

About United Way of New York State (UWNYS)

Founded in 1975, UWNYS is a statewide advocacy and professional association representing 33 local United Ways across the state with a mission to strengthen the capacity of United Ways to be leaders in achieving results that improve the lives of all New Yorkers. UWNYS is composed of its United Way membership and the 211 networks, with combined annual revenue of \$3M and two full-time and two part-time staff. The organization is funded primarily by membership dues from local United Ways and State grants.

Essential Duties & Responsibilities

Network Leadership, Visibility & Support

- Provide leadership for the UWNYS network by shaping a strategic vision, operational plan, structure and network alignment to achieve the mission

- Serve as a collaborative and guiding force in unifying the United Way system in New York State that leverages the strengths of local United Ways and connects member organizations at the regional and state levels for the greater benefit of all New Yorkers.
- Identify and champion statewide opportunities or the network to increase resources, mission, and visibility of the strength of the network
- Identify needs and support local United Ways with professional tools, guidance, and opportunities – including, but not limited to, hosting professional learning circles, identifying operational cost savings, shared services, and partnership opportunities, managing change, promoting diversity and inclusion, fundraising, and advocacy.
- Foster partnerships and collaborations with local government agencies, nonprofits, healthcare providers, and community organizations to streamline service delivery and ensure that 211 is well integrated into the local social service ecosystem.
- Partner with United Way Worldwide (UWW) to elevate the New York State network for new opportunities, identifying best-in-class learning from across the globe, and supporting the evolution to a Thriving United Way model. Represent NYS with UWW state association leadership.
- Elevate the impact of the United Way and 211 networks through increased visibility, communication, and strategic opportunities.

Government Relations & Advocacy

- Serves as the designated spokesperson for UWNYS in communicating with state and federal government officials, press and public at large on network and statewide issues.
- Provide leadership for the development and execution of a public policy agenda to strengthen and support the mission of UWNYS and local United Ways, and the public policy goals of key partners including state and local governments, business, labor and human service agencies.

Resource Development & Fundraising

- Identify public initiatives and funding opportunities for UWNYS and local United Ways to achieve mission. Train and support local United Ways to engage at the state and Federal level.
- Manage grant applications on behalf of the shared network as identified
- Coordinate statewide fundraising and advocacy efforts to support the UWNYS and key statewide initiatives, including the 211 system and ALICE.

Board of Directors, Volunteer, and Staff Management

- Support the Board and committee chairs to develop and implement strategic and operational plans that advance the mission of UWNYS and 211.
- Develop and support the volunteer committees of the network and structure to accomplish the goals and objectives of the organization.
- Oversee the staff of the UWNYS organization, direct and manage staff responsibilities.
- Oversight and support of Board committees, financial reporting, and regulatory compliance

Experience, Skills & Competencies

- Growth and opportunity driven, strategic thinker with sound technical skills, analytical ability, good judgment, strong operational skills
- Exemplary non-profit and government relations experience
- Solid knowledge of the state legislative process and ability to navigate the political, economic, and social environments that impact public policy decision making.
- Collaborative and creative management style, trustworthy and demonstrates high ethical standards
- Experienced negotiator and facilitator, able to bring people together regardless of differing needs and viewpoints to pursue the common good for network goals, public policy and legislation.
- Well-organized and self-directed, able to think independently and find opportunities
- Excellent written & verbal communication skills, proven ability to strategically utilize social media & technology; able to deliver persuasive speeches and presentations on controversial or complex topics
- Master's degree preferred. Bachelor's degree or equivalent; and ten years related experience and/or training; or equivalent combination of education and experience.
- Consistently demonstrates the values and mission of United Way
- Performs other duties as assigned

Compensation and Benefits

Reports to: Board Chair and Board of Directors

Location: This position is required to have a significant presence in the Capital Region of New York State most of the year. New York residency is required.

Local travel required: Out-of-town travel occasionally required; ability and willingness to travel around the state to understand the challenges and opportunities of local United Ways, national conferences and trainings.

FLSA Classification: Exempt

Salary Range: \$120K - \$150K based on experience, plus excellent benefits package.

Start Date: As soon as possible.

To apply, please forward a cover letter and resume to Jackie Gordon (jackie.gordon@unitedway.org) by January 15, 2025. (No phone inquiries please)

This job description lists only the responsibilities and qualifications deemed essential to the position in support of the ADA. Reasonable accommodations may be provided to enable individuals with disabilities to perform the essential functions. United Way of New York State is an Equal Opportunity Employer. This policy prohibits discrimination based on sex, race, color, religion, creed, national origin, age, marital status, sexual orientation, gender expression, disability, genetic predisposition, veteran status, or status as a member of any other protected group or activity.