

EXECUTIVE SEARCH



Executive Director

SEARCH CONDUCTED BY

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The Opportunity

The Coalition for the Homeless (the Coalition) seeks a visionary and dynamic Executive Director (ED) who can build upon the Coalition's legacy of excellence and continue expanding the organization's services to those in need. The ideal candidate will have a proven track record of success in leading associations or non-profit organizations, with a strong understanding of social care and the Washington D.C. nonprofit landscape. Fundraising experience and the ability to foster connections in the nonprofit and business communities is essential. This position is based in the Washington, D.C. area, but other locations may be considered.

About the Coalition

The Coalition is a pivotal organization dedicated to transitioning homeless individuals in Washington DC to independent living. The Coalition focuses on providing services to transition predominantly homeless men to independent living. The organization also provides shelter services to district residences. The Coalition owns six debt free properties in the District, which house a combination of permanent, temporary, and emergency accommodation programs, and which are supported primarily by the Washington, D.C. government. The Coalition also owns one additional mortgaged property on 50th Street, which houses homeless LGBTQ+ adults.

Founded over three decades ago, the Coalition has built a strong foundation in serving the area's homeless community. The Coalition has a full-time staff of 54 and a budget of approximately \$7M.

The Executive Director Role

The ED will serve as the chief executive officer of the Coalition, providing overall leadership and strategic direction. The successful candidate will be responsible for the operational, financial, and administrative management of the organization, ensuring that it remains effective and efficient in fulfilling its mission. A key focus will be on diversifying funding sources, enhancing board engagement, and expanding services to possibly include other much needed services for the homeless such as mental health and basic medical services for the homeless population.

Essential Duties and Responsibilities

Leadership, Board Relations, and Governance

- Collaborate with the board of directors to ensure strong governance and effective board performance.
- Identify and recruit new board members who can contribute to the organization's fundraising efforts and strategic goals.
- Provide regular updates and reports to the board on organizational performance, financial status, and strategic initiatives.

- Provide visionary leadership to the organization, setting strategic goals and ensuring alignment with the mission and values.
- Develop and implement a strategic plan that includes diversification of funding sources and expansion of programs and services.
- Foster a positive organizational culture that promotes teamwork, innovation, and continuous improvement.

Community Engagement and Advocacy

- Serve as the primary spokesperson for the organization, representing its mission and values to the community, stakeholders, and media.
- Advocate for policies and initiatives that support the homeless population and the organization's mission.
- Build and maintain strong relationships with community leaders, government officials, and other key stakeholders.

Contribute to Client and Organizational Success

- Oversee the development and implementation of potential new programs, including mental health and basic medical services, to address the evolving needs of the homeless population.
- Diversify funding sources beyond government programs by cultivating relationships with private donors, foundations, and corporate partners.
- Lead fundraising initiatives and campaigns to secure financial support for the organization's programs and services.
- Work closely with the board to enhance their involvement in fundraising activities and initiatives.
- Ensure that all programs and services are delivered effectively and efficiently, meeting high standards of quality and impact.
- Foster partnerships with other organizations and service providers to enhance service offerings.

Management/Administration

- Manage the day-to-day operations of the organization, ensuring effective administration and resource allocation.
- Oversee financial management, including budgeting, financial reporting, and ensuring fiscal responsibility.
- Ensure compliance with all legal, regulatory, and funding requirements.

Required Skills, Experience, and Desired Qualifications

- Proven experience in a senior leadership role within a not-for-profit organization, preferably in a field related to homelessness, social services, or community development.
- Demonstrated success in fundraising and diversifying funding sources, with a strong network of contacts in the philanthropic community.
- Experience in board development and governance, with the ability to engage and motivate board members.
- Knowledge of program development and service delivery, particularly in areas such as

mental health and medical services for underserved populations.

- Strong financial management skills, with experience overseeing budgets and financial reporting.
- Excellent communication and interpersonal skills, with the ability to inspire and lead a diverse team.
- Creative, charismatic, and strategic thinker with a passion for the mission of ending homelessness.

Compensation

A competitive compensation package will be offered to attract an outstanding candidate. The base salary for this role ranges from \$175,000 to \$200,000.

To Apply

To apply, please send a cover letter and current resume (Microsoft Word® format preferred) [here](#). The cover letter should outline how your experience fits the requirements of the position as this will be an important factor in considering your candidacy.

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Additional Information

For more information, contact:

Sterling Martin Associates

1025 Connecticut Avenue NW
Suite 1000
Washington, DC 20036

David S. Martin, Managing Partner

dmartin@smartinsearch.com
202-257-1627

Jessica Powell, Vice President

jpowell@smartinsearch.com
302-869-3000

Karen Lombardo, Vice President

klombardo@smartinsearch.com
540-751-9612