

EXECUTIVE SEARCH



President & CEO

SEARCH CONDUCTED BY

STERLING | MARTIN
a s s o c i a t e s

The Opportunity

Allinial Global (**AG**) is conducting a search for their Chief Executive Officer. The CEO reports to AG's Global Executive Board (GEB) and works closely with three regional boards for the Americas, EMEA (Europe, Middle East, and Africa), and APAC (Asia Pacific).

S/he will be responsible for developing business strategies for the association to advance the strategic vision as outlined by the GEB. The CEO will develop and lead a high performing management team to grow the association, strengthen it, and ensure its sustainability. This position may be based in the U.S. or internationally. Frequent international travel is required.

About AG

AG is a 501(c)(6) global membership association of independent accounting and consulting firms. Founded in 1969, AG has a mission to foster the independence, profitability, and continuous improvement of its members. AG has over 270 member firms in 109 countries. Among accounting firm associations, AG is the second largest according to rankings by the *International Accounting Bulletin (IAB)*. The combined revenue of AG member firms is over \$6 billion.

AG member firms share education, marketing resources, and technical knowledge in a wide range of services and sectors. AG's revenue is approximately \$9M million with a team of 25.

The President & CEO Role

Essential Duties and Responsibilities

Leadership/Governance

- Develops business strategies for the association to advance the short- and long-term objectives of the strategic vision as outlined by the GEB.
- Delivers desired outcomes by executing the Strategic Plan, as approved by the GEB.
- Upholds and demonstrates the association values, including providing a work environment that promotes respect and teamwork.
- Oversees managing the association's governance processes, including navigating changes to the global and regional boards.

External Relations

- Builds new and maintains established relationships with key stakeholders in the accounting profession.
- Represents the association and attends association and industry events globally.
- Acts as the primary leader of the association and sets a good example as a leader, Chartered Accountant or Certified Public Accountant, businessperson, and ambassador to the accounting

profession.

- Represents the membership and negotiates buying and affinity agreements with key vendors to the profession.

Management/Administration

- Develops and leads a high-performing management team to grow the association, strengthen it, and ensure its sustainability.
- Oversees all operations and business activities.
- Oversees the senior management team and has overall responsibility for the organization's team members.
- Recruits new staff members when necessary.
- Recommends criteria and coordinates negotiations for the merger, acquisition, or alliance with other associations.
- Ensures that the association commits to and maintains advanced technology.
- Works with the finance team to develop budgets; reviews financial, and other reports to ensure financial objectives are on track and reports to the GEB.
- Ensures well-positioned global brand.
- Inspires a sense of purpose and direction to the team.

Required Skills, Experience, and Desired Qualifications

- Proven leader with 10+ years of experience in an Executive Director, CEO, or senior-level position within an organization of comparable complexity.
- Minimum of 10 years of experience in the global business and the accounting profession.
- Significant international experience.
- College degree in business, marketing, or accounting.
- An active Certified Public Accountant, Chartered Accountant, or equivalent license strongly desired.

Personal Qualities and Competencies

- Excellent written, verbal, and public speaking communication skills.
- Excellent understanding and comprehension of various business processes and the ability to articulate these processes.
- Expert knowledge of the global accounting profession.
- Strong organizational, leadership, project management, and team-building skills.
- Strong visionary capabilities and ability to motivate others.
- Ability to gain the trust and confidence of the Boards, committees, and staff.
- Excellent marketing and sales acumen.
- Ability to manage multiple projects and initiatives.
- Sound business and financial management skills.
- Strong strategic thinking and problem-solving skills.
- Comfortable in diverse cultural settings.
- Candidates from historically underrepresented and marginalized communities are encouraged to apply.

- Bilingual or multilingual a plus.

Compensation

A competitive compensation package will be offered to attract an outstanding candidate.

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.

Sterling Martin Associates is committed to providing equal opportunity for employees and applicants in all aspects of the employment relationship, without regard to race, religion, color, age, gender (including pregnancy, childbirth, or related medical conditions), marital status, parental status, sexual orientation, gender identity, gender expression, ancestry, national origin, citizenship, political affiliation, status as a protected veteran, status as an individual with a disability, or other applicable legally protected characteristics. All employment is decided on the basis of qualifications, merit, and business need.

Additional Information

For more information, contact:

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