

H ARRIS ▪ RAND ▪ LUSK

261 Madison Avenue, 11th Floor New York, NY 10016

Phone: (212) 808-8234 Fax: (212) 391-7826

HELEN KELLER SERVICES FOR THE BLIND

President

Job Description

Background:

Helen Keller Services for the Blind has been a pioneer in the field of blindness rehabilitation. Its mission is to help individuals of all ages who are blind or visually impaired and who may have additional disabilities to develop independence and the ability to actively participate in their communities.

Established in 1893 as the Industrial Home for the Blind, HKSB provides a wide range of support services, including low vision clinics and screening; a children's learning center; vocational assessment and job placement; training in safe mobility, travel, daily living skills and Braille; early intervention programs and education for children; senior centers; and parent resource centers, to name a few.

Headquartered in Brooklyn, HKSB operates several programs in facilities located in Brooklyn, Nassau and Suffolk counties and nationwide through the Helen Keller National Center for Deaf-Blind Youths and Adults in Sands Point, Long Island, NY ("HKNC"). HKSB has an annual operating budget of more than \$23 million and a staff numbering around 200. It relies on funds from public programs and grants, legacies, private donations, and fund raising activities.

The Position:

HKSB is looking for a President who has the power and presence to advocate successfully on behalf of the organization in the public and private sectors. The leadership position is a critical, high profile job requiring demonstrated fund raising ability, in depth knowledge of finances, strong business management skills and experience and a successful track record of working with or for government, quasi-public agencies, the public at large, and not-for-profit organizations.

The President must be highly intelligent and a self-starter who will accept HKSB's core mission as his or her own. The President of HKSB should have substantial experience with persons with disabilities and/or healthcare, Medicare, Medicaid and other public health programs, and must demonstrate significant accomplishments and past successes. In addition, he or she must be a hands-on manager, experienced in the sensitive, delicate and complex internal relations between management and employees and the external relations between HKSB and governmental agencies and the public private sector. The President of HKSB must be a strategic thinker and planner, a problem solver, and be able to respond to and resolve crises quickly, amicably and effectively. The President must be able to work closely with the Board and staff to promote an open, inclusive environment that emphasizes cooperation and teamwork.

Position Responsibilities:

- Work with the Board of Directors to develop, communicate and sustain a clear vision, mission and strategy for the organization.
- Work with the Board to diversify funding and expand the individual donor base and legacies.
- Provide leadership and guidance to staff and board in developing and evaluating effective programs.
- Develop relationships with community-based organizations, policy-makers, legislators, and government agencies and provide oversight of interactions for partnering with external organizations.
- Serve as primary spokesperson for HKSB to mobilize a variety of audiences and communicate the organization's vision, mission, and policy and program priorities.
- Responsible for the health of financial systems and, in partnership with the Chief Financial Officer, ensure implementation of sound fiscal management and accounting procedures, including regular financial reports to the Board of Directors.
- Promote a culture of transparency, inclusiveness, and openness at HKSB and provide leadership and mentorship to HKSB's dedicated and accomplished staff.

Qualifications:

- Bachelor's degree from an accredited school; advanced degree preferred.
- Minimum of 15 years of senior management experience in a large community, governmental and/or policy /advocacy, non-profit, or a similarly diverse organization.
- Experience in building and mentoring a high performance management team in a complex organization with demonstrable skill in developing strong teams and collaborations.
- Experience in maintaining the fiscal viability of a non-profit organization or an organization of similar capacity and complexity.
- Track record of established relationships with key government agencies and other stakeholders, with success in pursuing and managing government contracts.
- Recognized achievement in donor and funder identification and cultivation as well as the ability to generating revenue from federal agencies, individual donors and foundations.
- Excellent spoken and written communication skills. Must be a passionate and inspiring spokesperson who can raise awareness of HKSB and HKNC locally and nationally.

For more information about Helen Keller Services for the Blind, please visit their website at www.helenkeller.org

To Apply:

Helen Keller Services for the Blind has retained the services of Harris Rand Lusk to conduct this search. Inquiries, nominations, and applications may be directed in confidence to:

Jack Lusk, Managing Partner or
Sue Waterbury
Harris Rand Lusk
261 Madison Avenue, 11th Floor
New York, NY 10016
swaterbury@harrisrand.com