Executive Summary

***Interested candidates and candidate referrals should be submitted to: Eryn McHugh, Sr. Consultant, Georgia Center for Nonprofits at eryl.mchugh@footprinttalent.com (no telephone calls, please).***

Computer Measurement Group (CMG) is a professional association of IT experts in capacity planning and performance management across all functionality.

**Job Purpose**
The managing director (MD), reporting to CMG's board of directors, will have overall strategic and operational responsibility for CMG staff, programs, expansion, and execution of its mission. The MD will guide in development and lead the implementation of the CMG Strategic Transformation Plan.

**Key CMG Challenges**
The selected candidate will have the opportunity to collaborate with the board of directors to complete its strategic plan and build on the success of CMG. The organization has a 40-year history, a loyal membership, and a board that has demonstrated a high level of engagement and commitment.

CMG's annual conference is the most respected in the performance and capacity segment of the IT industry, offering education, industry information, and opportunities to meet colleagues in a format that is sponsored but neither captive to a single vendor, nor multi-vendor, marketing oriented.

CMG is also far more than its conference. There are other meetings throughout the year, and CMG has intellectual property and content that can be activated year-round for the benefit of members, and monetized to support CMG's growth. The board seeks a
managing director who can make CMG responsive to market needs, build awareness among IT professionals of the importance of developing leaders in performance and capacity, and restore CMG to profitability.

**Required Competencies for Prospective Candidates**

The managing director should demonstrate competence in most of the following:

- *Relevant industry knowledge*
- *Strategic Planning, Creativity & Innovation*
- *Entrepreneurial Approach to Operational Management*
- *Relationship Building & Communications*
- *Human Resources Management*

**Experience and Education**

- Advanced degree, ideally an MBA, with at least 10 years of senior management experience
- Proven record of effectively leading and scaling nationally a performance- and outcomes-based organization and staff.
- Specific examples of having developed and operationalized strategies that took an organization to sustainable growth and profitability.
- Work with or service on a nonprofit board of directors resulting in an understanding of governance and the interaction between board and staff.

**Working Conditions**

- CMG is a virtual/mobile organization. The managing director will work and manage staff remotely, as well as interact with a national board.
- Managing director is an Exempt Position, having full general management responsibility for CMG. As such he/she works a standard work week, but additionally will occasionally work evenings, weekends, and additional hours to accommodate activities such as board meetings and representing the organization at public events.
Primary Functional Duties & Responsibilities

The managing director performs or oversees the following responsibilities, with other duties as assigned from time to time by the board of directors:

- Leadership
- Operational planning & management
- Program planning & management
- Human resources planning & management
- Financial planning & management
- Technical community & industry advocacy
- Risk management & compliance

***Interested candidates and candidate referrals should be remitted to: Eryn McHugh, Sr. Consultant, Georgia Center for Nonprofits at eryn.mchugh@footprinttalent.com (no telephone calls, please).***