

Strive For College Collaborative Job Description

Position Title: Regional Director

Reports to: Chief Operating Officer, Director of Strategy and Development

About Strive for College:

Strive for College Collaborative is a comprehensive approach to correcting inequalities of college access, focusing on the lack of both information and guidance that thousands of low-income high school students face by combining an innovative “high-tech, “high-touch” approach. Our mission is straightforward; that every qualified, low-income high school student has the information and support necessary to successfully enroll in their best-fit college. Strive’s is a unique solution to the information gap surrounding the college application process, leveraging the energy, influence and knowledge of undergraduates to guide others through the process. Strive’s model begins with setting up Chapters on college campuses and recruiting undergraduate student mentors from those universities. Chapters then partner with a local low-income high school and college mentors work with juniors and seniors at these schools to provide them with personal guidance as they go through the college search and selection process, helping them with applying to, enrolling in, and paying for four-year colleges. Our mission and model allow us to envision a strong network of Strive Chapters with undergraduates mentoring high school students through the college search and selection process, producing a college bound culture in every high school in America, and a national movement of young people committed to boosting the college attendance rate of low-income students.

General Description of Role:

Strive is currently looking for a Regional Director for its Bay Area office. The Regional Director is responsible for the success of all of Strive’s students in their portfolio and for managing relationships with all of Strive’s stakeholders in their region.

Operationally, the RD serves as the point of contact between Strive’s National Office and local stakeholders and is responsible for managing the Strive Chapters in their region to help facilitate their success. The RD works closely with our college mentors to plan and implement Strive’s programs and to monitor and track results. He/She will also be responsible for working closely with administrators and staff at Strive’s partner colleges (Presidents, Vice Presidents, Deans, etc.) and high schools (Superintendents, Principals, etc.) to create procedures and implement processes that will allow for Strive’s programs to be of maximum impact. While the Regional Director leads a satellite region away from Strive’s World Headquarters, this person will collaborate closely with the National Operations Management Team to meet organizational goals.

On the development side, the RD will be responsible for working with Strive’s National Development Team to build and manage a Regional Board and Young Professionals Board. He/She will be asked to to develop a donor pipeline and build relationships with supporters/ potential supports to ensure Strive’s fundraising goals are met.

Specific Responsibilities:

- Identify, understand and satisfy the needs of low-income high school students enrolled in Strive’s college mentoring programs.
- Regularly visit sites and oversee mentoring sessions to ensure Operational Excellence.
- Identify strong student leaders to serve as Chapter Directors and members of the Chapter Leadership Team and assist in the recruitment of Chapter Mentors.
- Help optimize Strive Chapter performance by promoting high levels of Chapter service and managing/monitoring their progress.
- Coach, counsel, and make recommendations as necessary to help strengthen the growth of each Chapter leadership team.
- Foster leadership development opportunity for university students, building a community of students dedicated to public service at regional Chapters.
- Complete weekly data-driven reports on Chapter performance.
- Conduct weekly meetings with Chapter leaders to share and communicate progress, issues, and necessary changes in their programming.
- Work closely with participating universities administrations to establish a mutually rewarding partnership that will provide a public service for their community and be of significant value to the university.
- Maintain strong relationships with both university and high school administrations.
- Help Chapters establish and maintain successful relationships with their high school partners.
- Create events to facilitate cross-university Chapter relations.
- Become an “expert” user of all aspects of Strive’s program, including its technology, curriculum and mentoring model.
- Reinforce department policies for Operational Excellence; review and provide continuous process improvement feedback
- Actively recruit professionals to serve on the regional Young Professionals Board and the Regional Board.
- Foster and manage relationships with existing supporters.
- Build a pipeline and expand Strive’s support base by attracting new donors.
- Grow Strive’s local footprint through press, marketing, events and partnerships.

Skills Required:

- A passion for educational equity and commitment to Strive’s mission.
- Excellent leadership, organizational and communication skills required.
- An accomplished people manager with proven ability to lead, motivate and stimulate staff and/or external partners to meet performance targets.
- A strategic and responsible decision-maker who displays consistent follow-through in meeting goals and achieving measurable results.
- A proven track record of data-driven decision making
- Ability to manage multiple priorities simultaneously.
- Ability to implement change through people.
- Ability to work independently; self-starter.

Desired Qualifications:

Education:

College degree(s)

To apply, please send a resume and cover letter (both in PDF format) via e-mail to info@striveforcollege.org with Regional Director Bay Area in the subject line.