



CHIEF EXECUTIVE OFFICER

JOB POSTING

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Opportunity to lead the premier Agricultural leadership organization in South Dakota: *South Dakota Agricultural and Rural Leadership Foundation (SDARL)*

The SDARL Organization has a sharp focus and clear objective: to identify and develop leaders for agriculture and rural communities in order to enhance the quality of life in South Dakota. Founded in 1999 by a forward-thinking group of individuals, SDARL is a private, not-for-profit organization with a proven history of developing leaders. To ensure that the South Dakota rural agricultural community can keep pace with the rate of change, it is imperative to supply informed, decisive, communicative, spokespersons to represent our industry and communities, keeping the public factually informed as policies are formed and decisions are made.

To address these needs, SDARL provides an intensive study, training and travel experience for future leaders of South Dakota. SDARL Class IX recently began their leadership journey. They will join 243 prior graduates of the program making a strong network of leaders engaged in helping create a brighter future for South Dakota agriculture and rural areas.

The significant positive impact of SDARL in South Dakota is unquestioned. The program has produced the last three SD Secretaries of Agriculture, several state legislators, county commissioners, city commissioners, local school board members, commodity group board members and executives, agribusiness and Ag coop board members, and many more. Well over 400 organizations have benefited, utilizing the program's participants who are trained and willing to step up. In doing so, the organization has reached numbers large enough to truly fulfill the rest of the program's mission, to enhance the quality of life in South Dakota. The organization now works to position itself for even greater impact.

The SDARL Board of Directors has launched a national search to recruit a **CEO** to oversee all aspects of the organization. The Board is seeking a proven leader with a strong entrepreneurial vision to create systems and structure, lead its staff and alumni to carry out this important work, and build relationships and partnerships with individual, corporate, foundational, governmental, and philanthropic donors in support of the SDARL Organization's distinct mission.

The Position

Currently located in Brookings, SD on the campus of South Dakota State University (possible location flexibility depending on candidate), the *CEO* will report to the SDARL Foundation Board of Directors and is responsible for planning and leading fundraising, building and managing staff and budgets, and maintaining the Foundation's external relationships. More specific responsibilities include:

- Live SDARL's vision, mission, strategy, and supporting annual and long term goals with the Board.
- Inspire and direct staff members to achieve strategy and annual goals of the Organization. Identify, recruit, develop, and retain top-quality staff members committed to SDARL's mission and support them with appropriate infrastructure.
- Inspire and coordinate program participants and alumni to live the mission of leadership and continue to support and build the SDARL Organization and network.
- Direct and participate in the Organization's fundraising efforts. Identify and evaluate opportunities for funding. Build and maintain strong working relationships with donors and partners. (Role will require frequent in-state and occasional domestic and international travel.)
- Serve as primary liaison between all SDARL stakeholders and the South Dakota Agricultural and



Rural communities as a whole.

- Represent SDARL to other organizations and the general public while strengthening its brand and public profile.
- Ensure SDARL's stewardship of donated funds represents best practices; and oversee the design and operation for development support. (e.g., gift processing, acknowledgement, endowment management, grant monitoring, accounting and reporting)
- Prepare SDARL's annual plan and budget for approval by the Board. Manage implementation of budget and ensure SDARL's fiscal responsibility, long term sustainability, and management of restricted and unrestricted donations.
- Ensure the SDARL Foundation complies with laws and regulations relating to operations of a Nonprofit 501(c)3 organization.

Candidate Profile

Ideal experience:

- 10+ years of organizational leadership experience. Ideal candidate will have both non-profit and for profit organizational experience. Must be able to foster a strong working relationship with the board of directors.
- Proven fundraising skills, including a successful track record in identifying, cultivating, and stewarding individual, foundation, and corporate donors.
- Affinity for U.S. agriculture and its heritage, culture, and potential. Specific knowledge of South Dakota agriculture and an understanding of SDARL's special characteristics, values, supporters and friends are preferred.
- High proficiency in leading, coaching, and retaining skilled, experienced, and committed staff.
- Proven financial management skills (required).
- Excellent oral, written, interpersonal, and presentation communication skills.
- Post-secondary education, ideally in business or agri-business management.

Ideal personal characteristics:

- A strong, effective executive presence and leadership style that reflects confidence and integrity and inspires trust, respect, and engagement from stakeholders at all levels.
- An innovative and entrepreneurial self-starter who can lead an organization to meet strong growth goals.
- A creative thinker who can develop, communicate, and implement a vision and strategy for the Organization's growth.
- A leader who is a team player and consensus builder and makes effective use of the diverse talents and experience of board members and alumni. A strong relationship builder with donors.
- A collaborative leader who will develop a strong working relationship with other Agricultural Organizations across the state and industry as a whole.

For consideration as a candidate or to suggest a prospective candidate, please contact in confidence:

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