



MASSACHUSETTS CEO COUNCIL

An Exclusive Consortium of CEOs Building a Stronger Massachusetts

Position / Job Title

President & Executive Director of the Massachusetts CEO Council

Overview:

- Part-time: 2 to 3 days per week
- Ideal candidate has a consulting and/or coaching practice or has recently retired from a full-time executive leadership position
- Ideal candidate has served as a corporate executive, is an exceptional relationship manager and salesperson, and has a deep interest in business leadership

Compensation:

- Commission (for signing new members)
- Profit Sharing (high percentage of net profits)
- Equity/Ownership (potentially a controlling percentage)

Ideal Candidate

- Good organization leadership skills
- Entrepreneurial spirit
- Excellent sales and networking skills
- Strong executive presence
- Comfortable leading CEOs
- Passionate or interested in chief executive leadership
- Lives in the greater Boston Massachusetts area
- A highly respected reputation in the greater Boston business community is a must
- Charismatic leader
- Mature and energetic enough to lead the Massachusetts CEO Council for 10 or more years.

About Us

The Massachusetts CEO Council is owned by the Rhode Island CEO Council, which is an exclusive membership organization that brings chief executives together where they can safely and confidentially discuss professional and personal challenges, receive information from global leadership thinkers, gain access to the collective wisdom of their peers, and receive decision support with the unbiased advice needed to navigate today's leadership challenges more successfully.

History & Reputation

- The Rhode Island CEO Council is version 2.0 of the Rhode Island Chief Executives Club (CEC-RI) which was founded in 2006. It has an excellent reputation and many satisfied alumni.
- In 2012 CEC-RI operations were transferred to Rhode Island College (RIC) and continued to operate successfully under the leadership of RIC's president, Dr. Nancy Carriuolo and her team.
- In 2016, after a new president was appointed to lead RIC, a decision was made to no longer operate CEC-RI. The last CEC-RI meeting hosted by RIC was held in December 2016.
- The founder of CEC-RI, with the support of former members, redesigned and reactivated the organization in March 2022 because, in challenging times like these, where uncertainty and change abound, CEOs need and are requesting better access to their most valuable resource: peer CEOs.

- Member services have been completely redesigned and condensed so members can attend in-person and receive a brief yet high-value experience.
- Member services include CEO Summits, CEO Exchanges, CEO Briefings, CEO Forums, private CEO Boards (peer advisory groups), CEO Afterhours social events, CEO Retreats, a CEO Member Directory, and (in late 2023) access to a CEO-to-CEO Resource Directory of CEO member recommended coaches, consultants, and other professional resources CEOs are seeking.
- The Rhode Island CEO Council was relaunched on March 25, 2022, with the 2022 Rhode Island CEO Summit, where Gov. Dan McKee, the Deputy CEO of Deloitte, and the President of Bryant University spoke to approx. 60 CEOs who lead small, medium, and large Rhode Island workforces.
- Rhode Island CEO Council membership continues to grow each month.

Position Responsibilities

- Working with the CEO of the CEO Council, quickly gain the needed understanding of the business and industry to help identify and prioritize the best launch and growth strategies to pursue while managing limited capital
- Partner with the CEO in refining, managing, and executing the business plan—launching and growing the organization into Massachusetts’ premier CEO membership organization
- Partner with the CEO in building the Massachusetts CEO Council team, recruiting chief executives as new members, and managing the delivery of membership services
- Partner in the recruitment and retention of high-quality staff including “1099” Directors (CEO Peer Advisory Board Directors & Facilitators)
- Working with the CEO, continue to refine, manage, and execute the business plan
- Work with Sponsor Executives to assure they receive maximum value for their sponsorship
- Oversee and manage operations, taking on ownership of the Massachusetts organization’s strategic trajectory
- Transition into the role of chief executive and majority equity owner of the Massachusetts organization
- Partner with the other CEO Council Presidents/Executive Directors within the organization, sharing and utilizing best practices to maximize growth, membership value, and net profits

Candidate Profile

Key Work Traits:

- Prioritizes execution over analysis
- Innately a relationship-based leader with high emotional intelligence, relationship sales experience, and a track record of business development success
- Knows how to roll up sleeves and do what needs to be done, build a team, delegate & mentor
- An experienced and highly respected corporate executive with a successful leadership track record

Required Attributes:

- Results driven – prioritizes execution over analysis
- Strategic thinker & planner
- Highly ethical – builds win/win relationships
- Leads by example & creates a culture of excellence, engagement, trust, respect & loyalty
- Proactive lateral thinker, problem solver & decision maker
- Excellent verbal & written communication
- Natural executive presence & gravitas
- Lifelong learner

Optional/Helpful Experience:

- Executive coaching
- C-suite consulting
- Executive event design and management
- Peer advisory group facilitation
- Leadership training