

## **GOERING CENTER: MEMBERSHIP DEVELOPMENT MANAGER**

### **THE OPPORTUNITY**

- Do you have a passion for and commitment to helping family and private businesses thrive?
- Are you interested in getting involved in the Greater Cincinnati business community?

### **ABOUT THE COMPANY**

Established in 1989, the Goering Center serves more than 400 member companies, making it North America's largest university-based educational nonprofit center for family and private businesses. The Goering Center's mission is to nurture and educate family and private businesses to drive a vibrant economy and promote effective continuity of those businesses. The Goering Center is affiliated with the Carl H. Lindner College of Business at the University of Cincinnati. Their member companies receive real-world insights to enlighten, strengthen and prolong family and private business success.

### **KEY RESPONSIBILITIES (JOB SUMMARY)**

Reporting to the Membership Director, the Membership Development Manager is primarily responsible for cultivating new business relationships, presenting proposals, and influencing business owners to become engaged new members of Goering Center. In addition, the Membership Development Manager works jointly with the rest of the Goering Center team in support of the overall organizational objectives of growing our base of engaged members for enrollment in our multi-day learning programs (Institutes) and retaining existing members. This role is instrumental in helping advance the Center's mission of positively impacting the economic vibrancy of the region. Additional Membership Development Manager responsibilities include:

- Identifying and recruit new engaged members.
- On-board and nurture new member relationship through the member life-cycle
- Engagement of existing members for retention
- Work as an ambassador to reinforce The Goering Center's position in the business community
- Demonstrates ability to work within a team business development environment.
- Utilizes strong time management and organizational skills.
- Achieve monthly, quarterly, and annual engaged member goals.

### **IDEAL CANDIDATE QUALIFICATIONS AND EXPERIENCE**

- Bachelor's or advanced degree in relevant field of study
- 15+ years' B2B Business Development experience
- Strong private or family business acumen
- Effective communication skills – written and verbal
- Demonstrates consultative selling skills and adept at value-based selling
- Highly skilled in influencing, communicating, serving, counseling and leading
- Highly skilled with data: analyzing, compiling, reporting, coordinating and synthesizing
- Demonstrates strong business acumen and ability to influence Owner/Founders and Senior level decision makers
- Basic skills in computer operation (e.g. Microsoft Office, CRM, and LinkedIn Sales Navigator)

### **KEY PERSONAL ATTRIBUTES**

- Mission driven – has a passion to nurture and educate family and private businesses in the Greater Cincinnati region
- Strategic and creative thinker that is quick to assess needs of business owners

- Acts independently, yet can work in a team environment
- Adapts quickly to new technologies and products

**THE PAYOFF**

This is a great opportunity to be very involved with the Greater Cincinnati business community.

**CONTACT**

David Miller

**TO APPLY**

Please send resume to, or send email with questions to [David.miller@uc.edu](mailto:David.miller@uc.edu).