

Campaign / Development Director



POWER 10

Capital Campaign Operations

Overview. The Chason Group, Inc. has been selected to conduct an executive search for a professional to serve as Campaign / Development Director for POWER 10, a nationally recognized capital campaign management firm. Tim Chason of The Chason Group is assisting POWER 10's leadership with the search.

About POWER 10. POWER 10 provides capital campaign management services for chambers of commerce, economic development organizations and other community non-profits. POWER 10 campaigns are generally designed to fund 5-year programs directed toward specific economic growth needs (workforce attraction and preparedness, new business recruitment, etc.) or new or expanded physical assets (parks, museums, libraries, etc.). POWER 10 is owned and led by Sean Mikula, a West Point graduate and former U.S. Army Intelligence Officer. Most importantly, he has 15 years of coast-to-coast highly successful capital campaign experience. Other members of the leadership team include Executive Vice President Amity Farrar and Vice President of Operations Laura Lilly.

The Position. The Development Director ("DD") primarily serves as the POWER 10 "quarterback" of each assigned feasibility study and campaign, and is directly responsible for implementing the POWER 10 process and achieving the campaign goal within the time period agreed upon with the client. The DD is responsible for learning / knowing established fundraising doctrine, and then implementing this doctrine through the POWER 10 process. The DD secondarily serves in a business development role. Accordingly, the DD will constantly work to maintain and grow his or her respective relationships with contacts, allies, prospects, clients, and the like.

Key Attributes of Development Director. First and foremost, the professional serving as a DD must have the business experience and savvy to communicate with c-suite executives, entrepreneurs, decision-makers, government leaders and community advocates. Candidates should have a successful proven track record of project management, strong writing / communication skills and organization skills. POWER 10 feasibility studies and capital campaigns are high-energy and have many moving parts. Candidates should be comfortable using a computer, Smartphone, common software applications such as Word, Excel and PowerPoint, Smartsheet and Dropbox. Energy, charisma and a highly professional image are a must for successful professionals in the DD role.

Minimum Qualifications. The minimum qualifications for the DD position include: Bachelor's degree, with a Master's degree desired, in the area(s) of public relations, association management, business and/or marketing from an accredited college or university or equivalent experience; minimum of three years of experience in the business, chamber of commerce, non-profit, association, economic development and/or community development field, or a combination of these.

Compensation. The DD is a contract - 1099 position with POWER 10. Campaigns routinely last 12 months and the DD can expect a new assignment at the end of each campaign. The DD is expected to be onsite, at the client's office, four days each week with the fifth day reserved for travel and working from home. Monthly compensation is based on the experience of the DD and is competitive or better than the market.

How to apply. A cover letter and resume may be sent to Tim Chason at tchason@thechasongroup.com. For more information, contact Tim at 404.735.0540.



POWER 10 is recognized around the country as a leading capital campaign management firm. The Knox Regional Development Alliance Campaign is an example of how the process developed by POWER 10 delivers success.