



San Antonio
CHAPTER
SKILL. INTEGRITY. RESPONSIBILITY.

Position Title: President, Full-time, Exempt
Reports to: Board President (on behalf of Board of Directors)
Location: San Antonio, TX
Compensation: Salary based on experience. Generous benefits package included.

POSITION SUMMARY

The President is the leader of the organization, establishing a vision for local construction industry through the efforts of a diverse team of high-performing leaders, staff and volunteers alike. The President leverages relationships and networks and works across sectors to improve conditions for the construction industry and our community. The President possesses a high level of business and management skills and is effective at generating resources and financial support for the organization. The President is the steward of the brand and understands his/her role in growing and protecting the reputation of AGC.

THE TOP PRIORITIES FOR THE PRESIDENT ARE:

- Enhance the Association's position as the area's premier construction association.
- Work in conjunction with the Board and staff to execute the chapter's strategic plan, vision, and mission.
- Serve as THE face and THE voice of the Association.
- Establish and build relationships with top leaders in the community.
- Ensure exceptional standards of quality, safety, and labor relations.
- Successfully deliver Association services.
- Lead chapter staff to ensure strong performance and engagement.
- Ensure financial integrity, including budget performance and good fiscal execution.

KEY RESPONSIBILITIES/ESSENTIAL FUNCTIONS:

(The major responsibilities of this position include, but are not limited to the following)

Political Advocacy - Actively protects chapter interests through leveraging relationships with city, county, state, and national political agencies and representatives to advise and steer policy as it is being created. Provides proactive and enthusiastic leadership for association relations to enhance influence with legislators, local government, community leaders and special interest groups.

Business Development - The President is charged with driving the growth of the Chapter; identify, cultivate, and solicit prospective members and new corporate partners; leverage contacts and relationships into membership, sponsorship, and revenue growth opportunities; promote a culture of engagement in the organization, both at the staff and board level. S/he will establish and build relationships with top leaders in the community, including those representing the highest levels in business, government, and non-profit sectors.

Strategic Management - The President serves as the principal resource to the Board of Directors and its key committees and provides strong direction in policy formulation and interpretation. S/he partners with the Board of Directors and the Senior Leadership team to craft organizational goals and develops strategies to ensure that they are achieved. S/he ensures coordination and alignment of all AGC activities to strategic direction in the areas of industry/community impact, resource development, and staff alignment.

Organization Management - The President is accountable for building and leading high-performing teams, ensuring all teams are aligned and collaborating to achieve organizational results. S/he maintains accountability for the operational and fiscal integrity of the organization within policies set by the Board of Directors. The President assesses organizational capacity to implement strategies and identify gaps in systems and staffing; directly supervises Senior Leadership positions; and ensures that goals of inclusiveness and diversity among staff, members, and volunteers are met.

EDUCATION/EXPERIENCE/POSITION REQUIREMENTS

- Undergraduate degree required.
- Training, experience, or advanced degree preferred in business, law, public administration, or non-profit management.
- +5 years' experience in a Senior Strategic Leadership required, 3 years in role may substitute with an advanced degree.
- Substantial experience working in the non-profit sector and interacting with volunteers and diverse boards.
- Expertise on issues relevant to the organization.
- Ability to command the confidence and respect of stakeholders.
- A demonstrated track record of promoting diversity and an ability to build collaboration with the community at-large.
- Experience in developing partnerships, building teams and conflict management.
- Experience in building revenue and increasing member engagement.

WORK ENVIRONMENT

Under normal conditions, work is in an office setting. However, events outside of the office are a cornerstone of AGC offerings and membership. There is regularly a need to meet after or before normal business hours. Travel is required for State and National events. Must be able to sit and stand for extended periods of time. Must be able to lift 50 pounds.

TO APPLY

If you are an accomplished association and/or construction industry professional who is ready to serve a mission-driven, you have good judgment; thoughtful approach to management, combined with courage to experiment, excellent communication skills; a high energy level and sense of humor, please send your resume and cover letter, including salary requirements, to elisa@brewerprattsolutions.com.

The San Antonio Chapter AGC is an equal opportunity employer and offers a competitive salary and generous benefits package. To learn more please visit <https://www.sanantonioagc.org/>.

ABOUT THE SAN ANTONIO CHAPTER AGC

The San Antonio Chapter of Associated General Contractors of America is a non-profit 501(c)6 trade association serving as the voice for the construction industry in South Texas. With an annual operating budget of just under \$1 million, the San Antonio Chapter provides government relations, education and training, networking and best practices, safety and workforce services helping to grow a highly skilled workforce. Led by an 11-person board, the San Antonio Chapter has a 99-year track record of industry relevance and impact. Started in 1923, the San Antonio Chapter serves over 285 member firms in 19 counties. The San Antonio Chapter affiliates with the Texas Building Branch which serves building construction chapters by providing state government relations services. The San Antonio Chapter is also a chartered chapter of the Associated General Contractors of America, which includes more than 33,000 firms and is the largest and oldest construction trade association in the United States.