Job Description: Director, Member Development

The Director, Member Development position is responsible for developing, implementing, and maintaining programs to grow ABI membership and member and non-member revenue.

Essential Functions

- In consultation with the president, develop, implement, and maintain programs to sustain and grow membership; perform research and analysis to provide data for review by the president and the board of directors

- Manage ABI Advisory Council and related programs

- In consultation with the president, raise revenue related to the annual Taking Care of Business Conference

- In consultation with the president, develop, implement, and maintain programs to raise non-dues/non-conference revenue

- Manage specific corporate programs; explore, entertain, and implement strategic affinity relationships that increase ABI's non-dues revenue and serve members

- Perform public speaking to various organizations and committees regarding ABI programs, services, and members

- Demonstrate knowledge of and support of mission, vision, values, standards, polices, and code of ethical behavior

- Support ABI and the ABI Foundation team

Competencies

- Strategic thinking
- Problem solving and analysis
- Business acumen

- Communication proficiency
- Time management
- Financial management

Desired Qualifications:

Bachelor's degree or education/training beyond high school. High level of professionalism and business experience/maturity is required given the level of executive engagement and stakeholder visibility of the Association. Travel will be required on occasion. Some nights and weekends may also be required on an irregular basis.

Salary and Benefits:

Salary commensurate with experience. Compensation includes full benefit package. The job is located in Des Moines, Iowa.

Please apply by February 18, 2020 to: Michael Ralston, President, Iowa Association of Business and Industry, 400 East Court Avenue, Suite 100, Des Moines, IA 50309 or by email to: mralston@iowaabi.org.