



Position Profile  
**Senior Vice President of  
External Relations**  
The Arc Central Chesapeake Region



The Arc Central Chesapeake Region is partnering with Dragonfly Central to find a Senior Vice President of External Relations. This is an exciting opportunity for an accomplished leader to partner with the President & CEO in all aspects of External Relations for The Arc's enterprise. We seek a strategic individual to serve as the Senior Vice President. This position requires a candidate who possesses critical thinking and relationship building skills, and balances big-picture vision with detail.

## **About The Arc Central Chesapeake Region Enterprise**

### **Who We Are**

The Arc's enterprise is comprised of three organizations - The Arc Central Chesapeake Region, Chesapeake Neighbors, and Chesapeake Community Development - working together to create diverse, fully integrated communities that reflect the broader population, which includes people with intellectual and developmental disabilities.

Founded in 1961, The Arc has grown to become one of the most dynamic organizations in the region. Together with its subsidiaries, The Arc's more than 500 employees are responding in real-time to the vast, varied needs of the community, impacting over 3,000 people in nine counties across Maryland last year.

At our core, The Arc creates opportunities for people to live the lives they choose in communities that are equitable, accessible, and fully inclusive. Where those communities don't already exist, it is our responsibility to create them – and often, this means building these communities from the ground up.

### **What We Do**

The Arc's mission is a powerful declaration of commitment to advocacy, empowerment, and the creation of inclusive communities. We see community development as the foundation of that critical work.

The enterprise handles all facets of community development: Chesapeake Community Development serves as our acquisition and development arm, purchasing properties and stewarding projects through every stage of development; Chesapeake Neighbors provides ongoing leasing, management, and maintenance services throughout the life of the property; and The Arc provides all services delivered to people with intellectual and developmental disabilities who live, work, and connect throughout the community.

Together, The Arc's enterprise creates communities that offer housing and support services in areas of opportunity. The spaces we create are responsive to community-specific needs and empower people to live the lives they choose for themselves.

Creating opportunities for inclusion is the work The Arc has always done -- the first service The Arc provided was affordable housing. Chesapeake Neighbors and Chesapeake Community Development support the expansion of that vital work.

### **Our Approach**

The Arc is about *community*. Our mission is to create opportunities for people to be in the community. Our core services take place in the community, and we support people to live, work, and connect throughout the community.

We define community development as creating opportunities for inclusion through a combination of built infrastructure, advocacy, and direct services.

Through this integrated approach, we continue to execute our mission: we are serving the community more effectively by creating shared spaces that tackle the significant issues and systemic challenges that prevent communities from being the diverse, equitable, accessible, and fully inclusive places they should be.

Our approach to community development includes:

- Seeking to understand the vast diversity among the communities we serve across Maryland. Each has unique challenges and needs.
- Listening to people throughout the community and building infrastructure, programs, and services rooted in what they tell us they need.
- Addressing individual community needs while also advocating to shape the broader social and physical infrastructure that supports inclusive living.
- Building physical infrastructure that supports diverse, mixed-income communities that reflect the wider population, including people with intellectual and developmental disabilities.
- Supporting people to connect in meaningful ways throughout the communities where they live and work.
- Partnering with public/private organizations that support broader constituencies, to create economic and socially diverse communities, while allowing each organization to focus on the work they do best.

For more information about The Arc, see [www.thearcccr.org](http://www.thearcccr.org).

### **The Position**

The SVP of External Relations partners with the President & CEO and provides leadership over all aspects of External Relations, including development, strategic communications, government relations, and engagement. Working with executive leadership, the SVP of External Relations will strengthen relationships with all constituency groups of The Arc and its subsidiaries to foster strategic growth and partnerships. The SVP of External Relations will support the development of diverse revenue streams through traditional and nontraditional development strategies. The SVP of External Relations will be a member of the Executive Leadership Team.

### **Roles and Responsibilities**

The SVP of External Relations will provide strategy and focus for the External Relations team, and lead key growth initiatives aligned to strategic priorities. The SVP will also:

- Develop and implement a comprehensive and integrated External Relations strategy.
- Provide effective and inspiring leadership in the areas of Development, Government Relations, Strategic Communications, and Community Engagement.
- Promote dynamic collaboration across the External Relations team; strengthen the alignment of goals and roles, foster open communication, and deepen a culture of accountability.
- Represent and lead The Arc and its subsidiaries' public profile, enhancing the organization's visibility and influencing public opinion.
- With the President & CEO, provide counsel to support the growth and development of the Board of Directors across all lines of service and relevant committees.
- Ensure the continued financial viability of The Arc and its subsidiaries through growth initiatives, philanthropy, and strategic partnerships.
- Lead a high-performing team of department heads and managers; Manage and coach assigned employees and consultants.

Other functions of the SVP include:

- Act on behalf of the President & CEO in their absence and/or as assigned.
- When requested, conduct research and prepare speeches, presentations, and talking points for the President & CEO on an array of topics and for a breadth of constituencies.

- Facilitate special projects by conducting research, collecting and analyzing data, drafting reports, and preparing presentations for internal and external stakeholders.
- Perform other duties as assigned.

### **Experience and Attributes**

- Five or more years of senior-level development, external affairs, marketing, and/or communications leadership with a track record of success and progressively responsible experience
- Bachelor's degree required; Masters' degree in business, public policy, or related field preferred
- Ability to translate high-level strategy into tactical implementation in the areas of public affairs, marketing, communications, and development
- Proven experience in setting a vision for communications that extends beyond traditional one-way media relations, encompassing the key roles that leadership and stakeholder development play in supporting an organization's mission and initiatives
- Ability to build coalitions and invest constituents utilizing exceptional political acumen
- Experience navigating the workings of news media (print, broadcast, and online in national and local markets)
- Demonstrated ability to analyze program, policy, and advocacy issues and communicate findings and recommendations to a variety of audiences
- Experience working across cultural, geographic, and organizational lines to align work, solve problems, and achieve goals
- Excellent oral and written communication; strong interpersonal skills with the ability to manage positive communication
- Proficiency in MS Word, Excel, and Outlook; and knowledge of outcome systems required

The salary for this position is \$170K per year. The Arc offers a competitive comprehensive total rewards package. This position is full-time. Typical work schedule is Monday through Friday during The Arc office hours, with frequent night and occasional weekend meetings or events. This position is eligible for periodic telework.

### **Application Process**

Dragonfly Central is partnering with The Arc Central Chesapeake Region to find the best candidate for the Senior Vice President position. To apply, email a cover letter that details you fit with the position's requirements and a chronological resume to [TheArcSVP@dragonflycentral.org](mailto:TheArcSVP@dragonflycentral.org) .

For all other inquiries, contact Ginna Goodenow at [ginna@dragonflycentral.org](mailto:ginna@dragonflycentral.org) .

***The Arc is an equal opportunity employer. The Arc provides equal opportunity to all qualified candidates without regard to race, color, religion, ethnicity, sex/gender, national origin, age, marital status, military/veteran status, sexual orientation, gender identity, pregnancy, genetic information, disability, or any other characteristic protected by applicable law. The Arc Central Chesapeake Region is proud of its commitment to and celebration of diversity, equity, and inclusion (DEI) throughout all aspects of its operations, vision, mission, and leadership.***