MBAs Fight: Seeking Executive Director (ED)

Background on the organization
As business schools across the country went virtual in March 2020 in the wake of COVID-19, our founders had a question: how can we mobilize our skills, as MBA students, to help? We started with a Google Doc, a dozen friends, and a handful of projects sourced from cold emails to professors. In a few weeks, we were collaborating with hundreds of students and organizations in-need around the world.

MBAs Fight fills a gap that we saw in our graduate school experience: a purpose-driven student community that believes that leadership - in business and beyond - should be embedded in service. Our mission is to fill that gap by mobilizing MBA students to act on the world’s most pressing issues.

At our core, MBAs Fight matches MBA student volunteers with underserved organizations (e.g. non-profits, local governments, small businesses) to provide short-term pro-bono business support. For our student volunteers, we provide real-world, collaborative experiences to practice business lessons outside of the classroom on a range of projects that fit into the crowded MBA schedule. For our partner organizations, we provide access to MBA talent that would otherwise be unattainable for them.

Since our launch in March 2020, over 1,000 MBA students from 20 MBA programs have supported over 1,300 small businesses and 250 organizations through our two core products:

- **Small Business Strike Team**: 1-on-1 coaching for small business owners on immediate concerns (e.g. federal funding programs, online strategy). ~300 MBA students have worked with over 1,300 small business owners from across the country, ~75% of which are minority-owned.

- **Service Team**: Part-time (week to months long) bespoke engagements matching students’ profiles & interest to organization needs. MBAs Fight has supported over 250 organizations to address their most urgent business needs.

Four months in, students remain as energized as ever, ready to assist those most vulnerable to COVID-19 and its effects. Going forward, we dream bigger. MBAs Fight can empower students to tackle the world’s most pressing global issues - from racial injustice to climate change. We want to revolutionize the way MBA students give back to their communities and, in doing so, create a generation of business leaders that will use their influence, skills, and network to address systemic inequalities around the world.

Opportunity of the Executive Director

1. **Continue to Fight COVID-19**: During this pandemic, non-profits, businesses, and governments require tremendous support, not only today, but also over the next several years. Our Director will extend the success of our COVID-19 efforts as the disease persists and determine the best way to ensure our programming supports those dealing with second and third order effects of the disease.

2. **Broaden the fight to racial injustice**: COVID-19 has laid bare the systemic issues in our society, exemplified by racial injustice. Our Director will plan and execute a strategic extension of MBAs Fight into issues of racial justice and develop the infrastructure to ensure that MBAs Fight can mobilize students to serve the systemic crises of our time.
3. **Ultimately reshape the MBA Identity:** Our Director will envision and build out a team and suite of programs that would, over time, substantially reshape how MBAs view their role to society and create a generation of business leaders who will use their influence, skills, and network to build a better world.

We are looking for an empathetic, community-oriented and entrepreneurial MBA alumnus/a who is passionate about our mission to embed service in every MBA student’s experience and cultivate cross-MBA collaborative experiences.

Reporting to the Board of Directors, the Executive Director (ED) will have overall strategic and operational responsibility for MBAs Fight’s staff, programs, expansion, communications, partnerships and execution of its mission. The Executive Director will maintain and formalize our existing culture and systems, as well as develop a plan to scale MBAs Fight to certified MBA programs across the United States (and potentially beyond) while cementing partnerships with organizations who share our mission and values.

**Qualifications**

The ED will be thoroughly committed to MBAs Fight’s mission. We particularly welcome candidates with proven leadership, coaching, and relationship management experience.

Specific requirements include:

- Advanced degree, ideally an MBA, with at least 2 years of management experience; track record of effectively leading and regionally and/or nationally scaling a performance- and outcomes-based organization and staff; ability to point to specific examples of having developed and operationalized strategies that have taken an organization to the next stage of growth
- Unwavering commitment to quality programs and data-driven program evaluation
- Excellence in organizational management with the ability to coach staff, manage, and develop high-performance teams, set and achieve strategic objectives, and manage a budget
- Past success working with a Board of Directors with the ability to cultivate existing board member relationships
- Strong marketing and fundraising experience with ability to engage a wide range of stakeholders and cultures
- Strong written and verbal communication skills; a persuasive and passionate communicator with excellent interpersonal and multidisciplinary project skills
- Action-oriented, entrepreneurial, adaptable, and innovative approach to business planning
- Ability to work effectively in collaboration with diverse groups of people
- Passion, empathy, integrity, positive attitude, mission-driven, and self-directed

MBAs Fight is an equal opportunity employer. All applicants will be considered for employment without attention to race, color, religion, sex, sexual orientation, gender identity, national origin, veteran or disability status.

*If interested, please email your resume to: admin@mbasfightcovid19.com.*