

Position Summary

The inaugural Chief Executive Officer (CEO) of the Fund Finance Association will join the organization at a pivotal point in its trajectory and will be the key driver of its continued growth and impact on the fund finance industry. This leader will work with the FFA volunteer board of directors on the creation and execution of a long-term vision, strategy, and goals for the association while bolstering its near-term operational execution. This leader will manage the organization's team and resources while also serving as an external advocate and ambassador for the organization and the industry.

KEY RELATIONSHIPS

Reports to FFA Board of Directors, a group of volunteer executives from the legal, banking and fund sectors

Direct reports Chief Operating Officer and Chief Human Resources Officer
Chief Marketing Officer

Other key relationships Current and prospective conference attendees
Related national and regional associations
Relevant policymakers and government agencies
Business partners

KEY RESPONSIBILITIES

- Partner with the Board of Directors to define, implement, and execute organizational strategy, priorities, and goals, and provide regular reporting on organizational performance.
- Manage Board relations and communications, and support Board development, committee work, and governance best practices.
- Lead, manage, support, and develop employees, fostering a collaborative, inclusive, and high performing organizational culture.
- Work with the COO to oversee the responsible use of resources, ensuring long-term financial stability and organizational efficiency.
- Work with the CMO to identify opportunities for diversified revenue and continued growth.
- Ensure delivery of high-quality programs, events, and resources that meet industry needs; provide expertise to evaluate, advise, and evolve content to remain relevant, valuable, and impactful to the industry.
- Lead or support advocacy, education, and industry-wide initiatives, and serve as the primary spokesperson for the organization, building and maintaining strong relationships with sponsors, attendees, and other constituents in the fund finance industry.

IDEAL EXPERIENCE

The ideal candidate will exhibit a strong combination of leadership, strategic, communications and interpersonal skills as exemplified through the experiences below:

Knowledge of the fund finance industry

15+ years of experience in the fund finance sector would be beneficial; at minimum, a successful career in financial services with a proven ability to quickly come up to speed on a new industry segment and issue set.

C-suite and Board of Directors experience

A track record of accountability for driving the success and financial sustainability of an organization of comparable scale, scope, and complexity; experience advising and building consensus among a diverse and sophisticated board of directors.

Experience serving as the face and voice for an industry or organization

Experience navigating and effectively communicating with a range of external stakeholders, including relevant policymakers and regulators, peer associations, the media, and a broad array of industry participants. Experience in a leadership role at a non-profit trade association or similar membership organization would be a plus. Experience developing programs, products and services that are profitable and enhance an organization's value proposition a plus.

Team leadership experience

A track record of motivating and leading high caliber professionals across a range of operational disciplines and delivering against realistic and robust budgets.

CRITICAL LEADERSHIP CAPABILITIES

Acting Strategically

- Partners with the Board to articulate and execute a clear strategic direction for FFA's next phase of growth, balancing near-term operational execution with longer-term ambitions around thought leadership, content creation, advocacy, and industry positioning.
- Brings sound judgment about what the organization should and should not pursue, grounding decisions in an understanding of fund finance products, market dynamics, and member motivations to ensure resources are focused where FFA can have the greatest impact.
- Ensures continued positive financial results by expanding revenue opportunities while effectively deploying staff and organizational resources.
- Evaluates and envisions into the future, develops innovative ways to deliver member value, and revises strategy as appropriate in collaboration with the Board.

Driving Results

- Operates effectively as a hands-on leader and general manager in a lean environment – driving execution across events, content, sponsorships, and budgeting while reducing over-reliance on Board volunteers for day-to-day strategy and delivery.
- Demonstrates financial and commercial acumen, including managing a small-business P&L, pricing events appropriately, and strengthening operational discipline to support sustainable growth in a fast-expanding industry.
- Effectively and credibly tells the industry’s story to legislators, regulators and consumers, enhancing trust and confidence.

Leading People

- Builds, leads, and develops a high-performing staff team in a geographically dispersed organization, providing clarity on roles, priorities, and expectations while increasing staff confidence and subject-matter fluency in a technically sophisticated industry.
- Establishes a professional, accountable culture that empowers staff to deliver against strategic and operational priorities.
- Brings credibility, maturity, and sound judgment to interactions with senior volunteers and committee leaders, fostering productive collaboration across members and partners while effectively managing differing perspectives and interests.

THE SEARCH PROCESS

Spencer Stuart, a global executive search and leadership advisory firm, has been retained by FFA to help identify and recruit the next CEO. For confidential nominations and expressions of interest, please contact Spencer Stuart at FFACEO@SpencerStuart.com.

The salary range for this position is expected to be within the range of \$600,000; the actual salary offered may vary based on job-related knowledge, skills, and experience.