

## Non-Profit CEO

The American Platform Tennis Association (“APTA”) is seeking an individual who will lead the organization through its dynamic growth and consolidate its membership.

The APTA is the governing body of platform tennis. The APTA was formed in 1934 with three member clubs. There are now over 17,500 members in 34 states. With an annual budget of \$750,000, the APTA sanctions more than 180 annual tournaments, including 34 National championship events. The organization regulates standards for balls, paddles and courts; provides national rankings of its member and ratings of all members; live streams significant national tournaments; maintains the official rules and etiquette of the sport; manages its website; and manages the production of Platform Tennis Magazine. In addition, the APTA has several initiatives targeted at growing the number of players in developed and undeveloped areas and to create further excitement among those who already play the game. The financial backbone of the organization is its dues paying members, who love the game.

The CEO is responsible for the overall leadership of the APTA. The CEO builds the culture, and develops and oversees execution of the strategic plan including services, finances, talent management, brand development, and relationships with members and financial partners. The CEO provides strategic leadership and vision to fulfill the organization’s mission, improve and expand its services, and assure the organization’s growth and financial viability. The CEO serves as the ambassador (along with the Executive Director) and the lead communicator of the organization and develops strong relationships to generate support for its mission and reputation.

The responsibilities and duties of the CEO are as follows:

- Responsible for the overall leadership of the organization
- Works with platform tennis organizations throughout the country to attract additional members to the APTA.
- Responsible for fundraising and corporate sponsorship which will have high priority
- Works with the Board of Directors in a manner that supports and guides the organization’s mission to Govern, Grow and Improve the Game
- Report to and work closely with the Board of Directors to seek their involvement in policy decisions, fundraising and to increase overall visibility of the APTA throughout the country.
- Work closely with the Executive Director who will manage the day-to-day operations.
- Along with the Executive Director will establish employment and administrative policies and procedures for all functions

## Professional Qualifications

- Ability to develop and convey a vision of the APTA’s strategic future to staff, Board, volunteers, sponsors, donors and league leaders
- Knowledge of and comfortable with fundraising strategies and donor relations and capable of executing those strategies
- Experience in acquiring and maintaining corporate sponsorship
- Transparent and high integrity leadership
- Ability to engage diverse member groups, donor groups, employees and volunteers
- Strategic planning and implementation
- Ability to be flexible when needed, fair and open minded at all times