POSITION SPECIFICATION

Position: President and CEO – Planned Parenthood of the St. Louis Region and Southwest Missouri and Affiliated Corporations (PPSLRSWMO)

Location: St. Louis, MO

CLIENT DESCRIPTION:

PPSLRSWMO has been the leading provider, educator, and protector of reproductive healthcare in the St. Louis Region and Southwest Missouri for over 80 years. This organization currently operates eight health centers located in the St. Louis metropolitan area and Southwest Missouri and one outpatient surgery center in St. Louis. With a total staff of 160, an annual operating budget of $10M and a dedicated Board, PPSLRSWMO is a highly successful organization. The current CEO is retiring after 25 years and leaves the organization financially sound and with a strong reputation locally and nationally.

PRINCIPAL RESPONSIBILITIES:

Reporting to the Board of Directors, the President and CEO has accountability for the management of the strategic, programmatic and financial operations of the organization. In partnership with the Board and staff, the CEO will provide visionary and collaborative leadership in health services delivery and operations, public policy, fundraising and education. The advent of healthcare reform requires new approaches and strategies and the CEO will drive efforts to assess the organization’s business model on an ongoing basis, strengthen its brand, clarify its role, pursue new opportunities and strategic partnerships and build increasing public recognition and support for the full scope and value of services offered.

Responsibilities include:

• **Strategic Planning:** provide vision, innovation and leadership by anticipating issues and trends, leading strategy and policy agendas and working with staff to strengthen organizational impact.

• **General Business Operations:** ensure a sustainable, stable organization with an achievable business model, highly efficient operations and increased volume and market share. Drive strong financial performance and outstanding risk and quality management.

• **Healthcare Operations:** capitalize creatively upon opportunities presented by healthcare reform to build strategic partnerships with payers, providers and governmental entities.

• **Team Management:** manage and nurture an organizational culture that embraces collaboration, transparency, creativity and accountability. Develop, inspire and retain a productive, highly qualified and diverse workforce and delegate authority and responsibilities appropriately.

• **Fundraising and Donor Relations:** grow and maintain collaborative relationships with donors, funding sources and the community to enhance overall effectiveness and efficiency of organization. Play a critical role with fundraising in conjunction with the development department.
• **Face of the Business:** serve as an impassioned, eloquent spokesperson and leader of PPSLRSWMO for sexual health/reproductive rights to a wide array of audiences and stakeholders.

• **Public Policy:** ensure that public advocacy and legislative efforts remain aggressive, proactive and effective. Build and reinforce strong partnerships with other policy advocates.

**CANDIDATE QUALIFICATIONS:**

• Demonstrated passion for the mission. Impeccable integrity and ethical core.

• Advanced degree in business, public health, public policy or related field strongly preferred.

• Proven management experience and strong business acumen with solid understanding of financial and operational issues.

• Ability to balance mission and margin and make mission driven business decisions.

• Experienced leader with track record of accomplishments, credibility and recognition in complex, multi-dimensional leadership roles. Healthcare management experience and understanding of healthcare business models a plus.

• Ability to adapt to changing market conditions and patient needs given healthcare reform, regulations and competitive landscape. Flexibility and openness to building additional collaborative relationships with other Planned Parenthood affiliates and the national office (PPFA).

• Excellent advocacy skills and understanding of public policy, legislative landscape and regulatory issues surrounding reproductive health. Tenacity and resilience in face of political pressure and media scrutiny; ability to deal comfortably with controversial issues.

• Demonstrated interpersonal and relationship building skills to recruit, retain and inspire all appropriate constituencies, including but not limited to professional staff, board members, current and prospective donors, volunteers and community at large.

• Outstanding public presentation and communications skills to effectively interact with media, policy makers, donors and other stakeholders.

• Prior fundraising experience and/or demonstrated sales orientation a plus.

**RESPOND (in strictest confidence):**

Susan Goldenberg  
Linda Bearman  
Ingenium Partners, Inc.  
sgoldenberg@ingeniumpartners.com  
lbearman@ingeniumpartners.com  
314-991-8007

PPSLRSWMO is an Equal Opportunity Employer and actively seeks a diverse pool of candidates