



The Turn

Open Position: Chief Executive Officer

Position Overview

The Turn seeks a dynamic, seasoned, results-driven leader to run our non-profit organization. Reporting to our Board of Directors (Board) the CEO leads all aspects of the charity including adaptive golf and fitness programming, fundraising, operations of our executive 9-hole public golf course, and finance/administrative services. The organization includes a small professional team running daily operations, and a volunteer group of over 25 individuals. We serve over 400 individuals living with physical disabilities in NE Ohio through innovative programming at our facility in North Olmsted, Ohio. The Turn continues to grow and now has revenues of \$1.5 million, and assets of \$3.5 million.

This is an exciting opportunity to lead The Turn's talented team delivering life-changing services to our members living with physical disabilities.

Responsibilities

- Lead and motivate a professional staff of 7 individuals delivering adaptive golf and fitness programs, golf course operations, and finance/administrative services.
- Set annual staff objectives, monitor performance and recommend compensation to the Board.
- Manage HR and benefits through an outsource provider.
- Develop and execute strategic growth plans and fundraising goals in conjunction with the Board.
- Monitor performance by developing annual budget & key initiatives with staff, gain Board approval, and then review quarterly performance with the Board.
- Develop and execute external messaging strategies to drive public awareness and donor engagement.
- Develop and manage key relationships with major donors, corporate sponsors, foundations, the neighbor HOA adjacent to the golf course, and other partner organizations.
- Lead and coordinate key initiatives across multiple Board and fundraising event committees.
- Work closely with the Northern Ohio Golf Association who is a major contributor and shares office space.
- Develop system of financial and statutory controls/reporting in conjunction with external auditor.

Qualifications

The ideal candidate will bring most of the following:

- Demonstrated commitment and passion for empowering individuals with physical disabilities.
- Genuine drive to build and nurture relationships with supporters and partner organizations.

- Knowledge of and enthusiasm for the game of golf, fitness and holistic wellness.
- Ability to work independently and collaboratively within a dynamic team.
- At least five years of successful, professional fundraising experience.
- Excellent interpersonal skills to engage new and existing donors, volunteers, and philanthropists.
- Exceptional presentation and storytelling abilities to convey The Turn's mission.
- Outstanding written and verbal communication skills, with meticulous attention to detail.
- Excellent organizational skills with the ability to prioritize multiple projects.
- Working knowledge of business finance including P&L, balance sheet, and cost management.
- Valid driver's license and willingness to travel to donor locations and events, including some weekends and evenings.
- Bachelor's degree required.

The successful candidate will be a self-starter with a strong work ethic, excellent written and verbal communication skills, and a polished, professional presence. Public-speaking experience, including presenting to groups of all sizes, is essential. We *especially* welcome candidates who share our passion for empowering individuals with physical disabilities through adaptive golf, fitness and holistic wellness programs.

Compensation & Benefits

- **Salary:** \$100,000 to \$130,000 with bonus opportunity (commensurate with experience and qualifications)
- **Benefits:** Comprehensive package, including health insurance with HSA match, 401(k) retirement plan with employer match, paid vacation. Currently a hybrid office environment of 4 days in office.

Application Process

Please submit a cover letter and resume for full consideration to our Board President, Bill Fry: bill.fry_turn@yahoo.com

ABOUT THE TURN

Since 2002, The Turn has served people with physical disabilities throughout Northeast Ohio. Our innovative programs reach more than 400 participants annually at our facilities in North Olmsted, Ohio. Using adaptive golf as a tool, The Turn serves individuals recovering from strokes, amputations, traumatic brain injuries, and those living with visual impairments, ALS, multiple sclerosis, cerebral palsy or Parkinson's disease.

Under the guidance of a PGA golf professional, fitness-oriented physical therapists, and Cleveland Clinic Rehabilitation and Sports Therapy staff, participants receive customized fitness and golf programming designed to improve balance, coordination, flexibility and mobility on a year-round basis. The Wharton Golf Center campus includes a nine-hole, executive-length golf course, fully equipped fitness center and indoor golf simulators.

The Turn

One Golfview Lane, North Olmsted, OH 44070

www.jointheturn.org