



DELTA CHI HEADQUARTERS
PO BOX 1817
IOWA CITY, IA 52244
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www.deltachi.org

Director of Fraternity Growth

Position: Director of Fraternity Growth
Status: Full-time position
Reports to: Senior Director of Field Operations
Location: Indianapolis, IN or remotely
Travel: 4-6 months a calendar year
Start Date: ASAP/ no later than November 11, 2019

Guided by the Fraternity's four core values, Friendship, Character, Justice, and Education, Delta Chi strives to ensure that our members have a meaningful fraternity experience that positively contributes to both their lives and the lives of others.

Regardless of title, every position at the Delta Chi International Headquarters serves our members and their chapters/colonies. From the Leadership Consultants to the Executive Director & CEO, we cultivate success through engagement and as professionals who care about our member experience.

Position Summary:

Delta Chi is seeking a dynamic team member to design, market, and implement all current and future growth initiatives. The successful candidate will have the opportunity to share Delta Chi's values and history of successful new chapters with marquee Universities around the country to secure expansion projects. The Director will also have complete ownership of delivering growth-related strategic plan initiatives.

As a close partner with the Director of Fraternity Services, the Director of Fraternity Growth will work creatively to provide recruitment resources and tools to support general chapter membership growth. The Director will supervise the Fraternity Growth Coordinator and oversee the leadership consultant team during expansions. This position is a member of the Field Operations department and will report to the Senior Director of Field Operations.

Position Responsibilities:

- Responsible for furthering the mission, vision and values of Delta Chi Fraternity by developing and managing the Fraternity's expansion efforts and recruitment marketing strategy, tools, and resources
- Collaborate with the Senior Director of Field Operations to develop and execute Delta Chi's growth strategic plan to target universities and grow the organization
- Develop new and manage existing relationships with colleges and universities to bring Delta Chi successfully to campuses
- Collaborate with the Senior Director of Field Operations to research, develop, and secure expansion commitments for Delta Chi
- Collaborate with the Senior Director of Field Operations to develop and submit expansion proposals and implement expansion presentations
- Drive Delta Chi Strategic Initiatives related to fraternity growth
- Collaborate with the Director of Fraternity Services to supervise and manage the consultant staff and serve as the primary supervisor during expansion projects

- Supervise and manage the Fraternity Growth Coordinator position
- Oversee and manage expansion efforts, including resource planning, schedules, budget management, materials, and staff support
- Develop alumni support prior to expansions
- Manage the colony development process through chartering
- Manage the chartering petition process for all colonies and support chartering banquet planning and implementation
- Provide updates to the Board of Regents and senior level staff on all expansion efforts
- Become proficient in best recruitment and expansion practices and educate, train, and coach staff, chapters, colonies and alumni
- Represent the Fraternity at industry conferences and participate in opportunities to present education content at conferences

Qualifications:

- Member of Delta Chi Fraternity or affiliation in a fraternity/sorority highly preferred
- Bachelor's degree required; Master's degree in college student personnel, higher education administration, non-profit management, business/marketing or similar field preferred
- Minimum of two years of relevant work experience
- A track record of success in student leadership development
- Strong understanding and experience of recruitment strategies
- Strong understanding of marketing and sales life cycle, sales principles, and best practices
- Highly effective small and large audience presentation skills utilizing electronic tools, media, resources, etc.
- Self-starter and/or experience with start-up initiatives (i.e., small businesses, programs, university or community outreach, new organizations, etc.)
- Exceptional written and oral communication skills, customer service skills, organizational and delegation skills. Written communication skills must include proven abilities with successful presentations and proposals
- High attention to detail
- Proficiency in time management and project management
- Must be able to travel to destinations for meetings and events
- Must be willing to work evening and weekend functions as necessary
- Ability to work independently, remain motivated, and deadline-oriented
- Proficiency with Microsoft Office Suite programs
- Proficiency in Adobe programs (InDesign, Photoshop, Acrobat) a plus
- Team-oriented philosophy with the ability to handle multiple projects at a time

To Apply:

Please submit a resume, two references, and a cover letter articulating your interest. Include your salary expectations in your cover letter. Electronic applications will be accepted through September 30, 2019.

Please send all application materials:

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 319-594-1198