

Centro Multicultural La Familia, Inc. / *Multicultural Family Center*
Strategic and Education Director

Job Description

Job Purpose

The Strategic & Education Director plays an integral role in shaping the future direction of an organization by developing and implementing strategic plans that align with the company's overall goals and objectives. This position involves a deep analysis of market trends, competitive landscapes, and internal capabilities to identify growth opportunities and areas for improvement. By working closely with senior management and various departments, the Strategic & Education Director ensures that the organization remains agile and responsive to changing market conditions, thereby sustaining its long-term success and profitability. Through a combination of analytical prowess and creative thinking, this role takes the lead in fundraising activities and strategic planning for sustainability.

Education/Experience

- Graduation from a recognized college or university, preferably with a field of emphasis in business, non-profit management, education, public administration, or a related field. A Master's degree is preferred but not required.
- 4+ years of supervisory/managerial experience and portfolio management experience with a proven track record of delivery, preferably in financial services industry.
- Ability to lead (provide direction and structure), network, and influence all levels across an organization (horizontally vertically within an organization).
- Strong interpersonal skills and ability to handle conflict in a positive way.
- Strong knowledge of business process improvement methodologies and techniques.
- Ability to work independently in a spirit of collaboration, with humility and analytical skills.
- High professional ethics, discretion and compliance with confidentiality of sensitive information

Primary Duties and Responsibilities*

- Develop and implement **fair** and comprehensive business strategies to facilitate company growth and **diversity** focusing on long-term goals and profitability.
- Lead fundraising activities and fund development in **collaboration** with leadership team members and the Board of Directors.
- Analyze competitive market strategies through evaluation of trends and market conditions for present and future business opportunities.
- Facilitate strategic planning sessions with senior management to determine the company's strategic direction and resource allocation.
- Oversee the development of strategic partnerships and relationships with external organizations to enhance business potential.
- Direct the creation of detailed business models and financial forecasts to support strategic initiatives and investments from a **cultural perspective**.
- Spearhead the development of innovative strategies to penetrate new markets or segments, including out of county expansion efforts following ethical standards.
- Direct the activities of the Education pillar and supervision of student success coaches and parenting program.

- Work closely with the Fundraising team to bring additional funding to the organization by creating new funding streams within a **Si Se Puede** approach.
- Play a key role in new business efforts taking a **community in the center** approach, working closely with the President/CEO.

Centro's Cultural **Values**: Culturally Affirming, Diversity, Equity and Inclusion, Community at the Center, Collaborative, Si se Puede (We Can) Attitude.

We are a minority staffed and minority serving organization. People of color and minorities are strongly encouraged to apply. If interested, please send resume to Dr Sonia Acosta at sacosta@centromulticultural.org