



Heart of America Council

A PROFESSION. WITH A PURPOSE.

Territory Lead – District Director

Scouting in Kansas City is growing and we're more than just a workplace — we're a movement and we offer a profession with a purpose.

Today's professional Scouters are a diverse group of men and women sharing a dynamic career offering independence, achievement, and stability. No two days are the same for a typical Scouting professional. No matter where you work, in the city, the suburbs or the countryside, one thing is certain — this is anything but a "cubicle job."

The Heart of America Council headquartered in Kansas City, MO currently has an exciting opportunity as a District Director/Territory Lead.

Compensation/Benefits

Starting Salary: \$70,000 USD

**Bonus/Merit Increases available throughout year*

\$5,000 Signing Bonus

**Subject to a 12-month retention period*

Paid Moving Expenses

Full-Time Employment

Paid Vacation

Medical, Dental, Vision, Life Insurance

Retirement/HSA

TO APPLY: Email resume and cover letter to Matt.Armstrong@scouting.org

Responsibilities

- Serve as territory lead responsible for overseeing the council's operations, growth, and success within a specific geographic district.
- Lead efforts to secure financial support through campaigns, special events, and community partnerships to sustain and expand Scouting programs.

- Recruit leadership for finance campaign efforts to meet the financial needs of the organization.
- Drive measurable growth in membership and program participation while ensuring the quality of the Scouting program within the district.?
- Serve as a spokesperson for the district, representing Scouting professionally in all interactions with the community.
- Work with a volunteer board of directors and other community and business leaders to identify, recruit, train, guide, and inspire them to become involved in youth programs.
- Achieve progress towards specific goals and objectives which include: program development through collaborative relationships, volunteer recruitment and training, fundraising, membership recruitment and retention.
- Be responsible for extending programs to religious, civic, fraternal, educational, and other community-based organizations through volunteers.
- Ensure that all program sites are served through volunteers, regular leader meetings, training events and activities.
- Collaborate with adult volunteers and oversee achievement of training for their respective role.
- Be a good role model and recognize the importance of working relationships with other professionals and volunteers. The executive must have communication skills and be able to explain the program's goals and objectives to the public.
- Provide quality service through timely communication, regular meetings, training events and activities.
- Strong marketing, fund-raising and program development background is highly desired.
- Non-profit, fundraising or sales experience is a plus.
- Must be comfortable with public speaking and interacting with diverse audiences. Excellent people skills, enthusiastic, punctual, responsible and creative.
- Self-motivated individual with solid time management skills and strong organizational skills in management, budgeting, and planning.
- Committed to personal and professional productivity, while maintaining high ethical and professional working standards.

Qualifications

- Bachelor's degree from an accredited college or university (transcript with the date degree conferred stated is required for employment).
- People management experience a plus.
- Must be willing to accept and meet Scouting America's leadership and membership standards and subscribe to the Scout Oath and Law.
- 21 years of age or older unless prohibited by any applicable law.
- Ability to work varied hours when necessary, evening activities and weekend work is frequently required to achieve positive objectives.
- Ability to travel for training at least once a year for one to two weeks.
- A Scouting background is helpful but not required for employment.
- Offers for employment are subject to criminal, reference and motor vehicle background checks.

TO APPLY: Email resume and cover letter to Matt.Armstrong@scouting.org