

Job Description - 40K Globe, COO

Due Date	FY18 Q3
Status	IN PROGRESS
Contributors	Clary and Bettina
Location	Sydney Office

Summary

- Reports to 40K Foundation CEO (Clary Castrission)
- Collaborates with 40K executive team on a 3 year strategic plan for corporate growth and organisational evolution
- Chief officer of entire Globe organisation (all company employees)
- Has overall responsibility for company P/L, governance, sales and operations

Responsibilities

- Lead the organisation to a new stage of business growth, increased profitability and fundraising
- Work alongside company CFO on management of Globe budgeting, P&L and BoD reporting
- Develop and execute operational plans that deliver on the strategic objectives
- Enhance delivery of Globe programs and build new innovative offerings
- Implement child protection and risk management procedures through all programs
- Work with Globe sales team to nurture key relationships, expand sales and brand advocacy within the relevant sectors
- Build organisational maturity functioning as high performing teams (engaged staff, low attrition) aligned to 40K's core values and culture

Success Factors

- Business
 - Increased profitability of Globe P&L (higher operating margins, increase in paid internships and associated fund raising)
 - Improved NPS amongst key university partnerships
 - Expansion of Globe program offerings and brand recognition
- Teams
 - Demonstrated evidence that staff are self motivated and highly engaged
 - Demonstrated evidence of higher staff higher retention rates, their professional maturity and personal growth

Experience & Competencies

- 10+ years of commercial experience with 5+ years of senior management
- Demonstrated success at scaling company sales, programs and operations in fast pace environments
- Advanced organisational leadership skills and stakeholder management
- Excellent communicator, presenter and influencer
- Proven record of building and developing a high-performance team and culture

40K Values

- Strive for a better way of doing things
- Step up and get sh*t done
- Be good to people
- Make a massive difference

Job Advertisements

▼ [Click here to expand...](#)

Ethical Jobs	Social Enterprise Indeed	JORA	WISE Social	Social Enterprise Seek	Social Enterprise LinkedIn