



EXECUTIVE DIRECTOR

CINCINNATI, OH

ABOUT THE ORGANIZATION

Since 1996, The Circuit has been the premier non-profit Information Technology Association for the Greater Cincinnati region. They strive to be the connecting point for all things technology providing members industry education and the opportunity to connect and collaborate. They continually develop new programs and events to fill identified gaps/interests of members and work with other groups in the region.

Due to the retirement of the long-time leader, they are seeking a new Executive Director to manage a small team and work with the board of directors to continue the growth of The Circuit within the region. The Executive Director is the outward-facing leader responsible for expanding The Circuit's impact, membership, sponsorship revenue, and strategic partnerships across the regional technology ecosystem. This role owns growth; responsible for building and nurturing relationships with CIOs, technology leaders, sponsors, universities, and partners — ensuring The Circuit remains the trusted hub where IT professionals connect, learn, and advance.

THE OPPORTUNITY

- Are you a forward-thinking and proactive leader who can engage, inspire and collaborate with board members, staff, community partners, and business leaders?
- Do you want to support and make a legacy impact on the Cincinnati region's IT community?
- Do you prefer to play a pivotal role in leading a membership- and sponsorship-driven organization by setting and driving strategic initiatives and representing the interests of its members?



WHAT YOU'LL BE DOING

In this role you will focus on strategically growing The Circuit's reach while executing on initiatives and managing the operations of the non-profit organization. These responsibilities include:

EXECUTIVE LEADERSHIP & OPERATIONS MANAGEMENT

- Collaborate with the board, set overall strategy for The Circuit, and align staff with that vision and strategy.
- Review and provide recommendations on events and programs offered to ensure the needs of the members are continually met.
- Understand and monitor budget and financials to keep The Circuit in a sustainable financial position.
- Analyze and provide recommendations to potential modifications in membership tiers/fees and sponsorship levels to reflect The Circuit's constituents.
- Engage, mentor and develop Circuit staff to grow in their role and career.
- Work with the staff to ensure the success of Circuit's initiatives, events, and member programs.

SPONSORSHIP & REVENUE GROWTH

- Clearly articulate ROI and community value to sponsors of The Circuit's members, programs, and events.
- Build and maintain a strong sponsorship pipeline.
- Identify and engage new sponsors, renew/expand relationships with current sponsors.

MEMBERSHIP & COMMUNITY EXPANSION

- Act as a visible ambassador in the Cincinnati IT ecosystem.
- Be sought after as a panelist, speaker or moderator on what's happening in the Cincinnati IT community.
- Build relationships with CIOs, CISOs, founders, vendors, and educators and make meaningful connections between the groups.
- Grow individual and corporate memberships.

STRATEGIC PARTNERSHIPS

- Develop partnerships with vendors, other IT/Technology organizations, universities, etc.
- Identify emerging needs and opportunities for programming.
- Bring voice-of-community insights back to the board as inputs to strategic planning.

IDEAL CANDIDATE QUALIFICATIONS AND EXPERIENCE

- Strong executive presence
- Comfortable engaging senior technology leaders
- Experienced in business development or community engagement
- Able to sell value without being transactional
- Entrepreneurial and self-directed
- Strategic Visionary



THE PAYOFF

- **Be the catalyst for growth and innovation** in an organization with a unique opportunity to elevate Cincinnati's technology community and business ecosystem.
- **Have a visible voice and influence across the region** by representing the interests of members and building strategic partnerships with business and community leaders.
- **Create a lasting impact through purpose-driven leadership** by strengthening an organization that brings people together, advances the IT profession, and shapes the future of the region.



Please visit
Gilman Partners'
website to apply.



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