

GOERING CENTER



PRESIDENT CINCINNATI, OH

ABOUT THE ORGANIZATION

Established by John Goering in 1989, the Goering Center for Family & Private Business is the largest of fifty-five University-based educational resources for family and private businesses in the country.

The Goering Center is a nonprofit organization with the mission to nurture and educate family and private businesses to drive a vibrant economy. Through its membership, programs, corporate partnerships, volunteers and connection to the University of Cincinnati, the Center provides family and private businesses with real-world insights. It is designed to share knowledge, connection and community to strengthen and prolong business success.

The Center benefits from its affiliation with the University of Cincinnati and the Lindner College of Business, providing access to business expertise, programming, student engagement and opportunities for research and thought leadership.

THE OPPORTUNITY

- Lead one of the nation's premier University-based resources for family and private businesses and help shape the future of an organization with more than three decades of impact.
- Build upon the legacy of vision, strategy and entrepreneurial leadership to lead Goering Center's next chapter, working closely with its Board, volunteers, corporate partners, and members, while harnessing its bonds with the University of Cincinnati (UC) Lindner College of Business.
- Make a measurable difference in the success and longevity of family and privately held businesses across Greater Cincinnati and beyond.



WHAT YOU'LL BE DOING

Reporting to the Board, the President will lead a team of ten employees, along with a strong volunteer base to provide the visionary, strategic and operational leadership necessary to advance the Goering Center's mission. The President ensures the impact to family and privately held businesses, and organizational viability and continued fiscal health.

Key priorities include:

Lead the center's vision and strategy. In partnership with the Board of Directors, refresh the strategic plan and translate strategic priorities into action and measurable results.

- Pursue annual KPIs established by the Board of Directors and report regularly on progress.
- Provide the Board with timely and accurate information regarding finances, operations, programs, membership, partnerships, and organizational performance.
- Identify emerging opportunities, challenges, and trends affecting family-owned and privately held businesses.
- Foster collaboration among the Board, staff, volunteers, members, Corporate Partners, sponsors, and University leadership.

Serve as the face and chief ambassador of the Goering Center and UC Lindner College of Business. Represent the organization with members, family and private business leaders, corporate partners and sponsors, volunteers, and the broader community.

- Maintain a visible and credible presence within the Greater Cincinnati business community.
- Open and close educational programs, including breakfast programs, luncheons, and occasional evening events.
- Deliver clear, concise, and engaging remarks that reinforce the Center's mission and create a welcoming experience.
- Introduce speakers, sponsors, business leaders, and program participants professionally and effectively.
- Make strategic introductions that strengthen relationships and create value for members, partners, and the business community.



WHAT YOU'LL BE DOING, CONTINUED

Build and strengthen relationships with members and corporate partners.

Create meaningful value and long-term engagement.

- Provide strategic oversight of the recruitment, retention, engagement, and satisfaction of members and partners.
- Ensure educational programs and services remain relevant to the needs of family-owned and privately held businesses.
- Establish and maintain appropriate standards for program quality and effectiveness.
- Gather stakeholder feedback to guide future programming.
- Evaluate existing offerings and identify opportunities for innovation, growth, and increased member value.
- Work with staff, volunteers, facilitators, presenters, and outside experts to deliver high-quality educational experiences.
- Maintain an active presence at Center programs and events.



Cultivate a high-performing team and volunteer network. Provide leadership for the recruitment, development, engagement, retention and succession of staff and more than 200 volunteers.

- Recruit, develop, engage, and retain talented, mission-focused employees.
- Build an organizational culture characterized by trust, accountability, collaboration, integrity, and continuous improvement.
- Establish clear expectations for staff and provide regular coaching, feedback, and professional development.
- Maintain appropriate succession and continuity plans for key staff and volunteer leadership positions.
- Lead the recruitment, training, development, engagement, retention, and succession of the Center's network of more than 200 volunteers.
- Support the recruitment and training of facilitators and other individuals who contribute to programming.
- Ensure that employees and volunteers understand how their responsibilities support the Center's mission and strategic priorities.

WHAT YOU'LL BE DOING, CONTINUED

Partner strategically with the Carl H. Lindner College of Business. Leverage the University's resources, expertise, students and research opportunities to strengthen the Center's impact.

- Manage and strengthen the Center's relationship with the University of Cincinnati Carl H. Lindner College of Business and its Dean.
- Maintain clear communication and alignment among the Center, University leadership, and other University stakeholders.
- Identify opportunities to use University resources, faculty expertise, research, programming, and student engagement to advance the Center's mission.
- Develop mutually beneficial opportunities that strengthen the relationship between the Center and the University.

Oversee the Center's fiscal health and ongoing viability. Ensure that programs, membership, partnerships and operations support a sustainable organization.

- Maintain responsibility for the Center's financial health, ongoing viability, and organizational performance.
- Develop and oversee the annual operating plan and budget.
- Establish appropriate financial, operational, and organizational performance measures.
- Allocate financial and staff resources in alignment with strategic priorities.
- Provide leadership across operations, programming, membership, Corporate Partner and sponsor relations, and volunteer management.
- Identify opportunities to strengthen and diversify the Center's sources of financial support.



IDEAL CANDIDATE QUALIFICATIONS AND EXPERIENCE

The successful candidate will be an accomplished leader who brings a demonstrated record of leadership adjacent to or within family owned or privately held organizations, developing strategy and translating vision into results, nurturing relationships and building community. Ideally, this individual will bring:



- C-suite or equivalent senior leadership experience, with responsibility for organizational performance and results.
- A track record of elevating an organization through strategic thinking, execution and change leadership.
- Demonstrated business acumen, including an understanding of organizational sustainability, financial viability and growth.
- Experience building and sustaining high-value external relationships, including corporate, community, institutional or business relationships.
- The ability to cultivate partnerships and make strategic connections and introductions that create value for an organization and its constituents.
- Experience collaborating effectively with a Board of Directors, including strategy development, governance and implementation.
- A strong understanding of and genuine interest in family and privately held businesses.
- Knowledge of the Cincinnati business community is preferred.
- Exceptional communication skills, including the ability to represent an organization with credibility, energy and authenticity before diverse audiences.
- Bachelor's degree required





KEY PERSONAL ATTRIBUTES

The Goering Center is seeking a leader who:

- Brings a genuine passion for family and private business and an appreciation for the unique dynamics of these organizations.
- Builds trust and inspires others around a common purpose.
- Is a strategic, innovative and entrepreneurial thinker who also knows how to, through partnerships, turn ideas into action.
- Is a relationship builder and connector, naturally creating meaningful connections among people, organizations and opportunities.
- Communicates with clarity, confidence and authenticity and is comfortable serving as the organization's primary ambassador.
- Is a sound and thoughtful decision-maker who balances vision with practical execution.
- Demonstrates the highest level of professional and personal integrity

THE PAYOFF

- **Shape the future of an organization with a distinctive legacy.** This is an opportunity to build on more than 35 years of impact while defining what the Goering Center can become in its next chapter.
- **Have a visible and meaningful impact on the region.** The President will work directly with family and private business leaders, corporate partners, the University and community stakeholders to strengthen businesses that are fundamental to a vibrant Greater Cincinnati economy.
- **Leverage your leadership experience in a role that combines purpose, influence and relationships.** This role offers the chance to use business leadership skills in service to an organization and mission with broad community impact.

The President is expected to maintain an in-person presence sufficient to lead the organization, build relationships, engage with the University, and participate in Center programs and events.

The position requires minor travel, primarily within the Greater Cincinnati region. Availability to lead morning and evening events is expected.

The Goering Center will offer a competitive compensation and benefits package that includes base compensation, performance-based bonus opportunity, health insurance and the University holiday schedule.

Please visit [Gilman Partners' website](#) to apply.



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Gilman Partners is committed to strengthening leadership teams and elevating talent in our communities—and that means all qualified applicants will receive consideration. You do not have to meet every qualification in this job description to apply. If you're drawn to the position and believe your experience makes you a good fit, we encourage you to apply.