

We're out to design a better world, and we need your help.



How To Apply

Please upload your resume and cover letter and resume at <http://smrtr.io/Ohw3kg>.

Applications will be reviewed on a rolling basis.

Equal Opportunity Employer

IDEO.org is an equal opportunity employer; applicants are considered for all roles without regard to race, color, religious creed, sex, national origin, citizenship status, age, physical or mental disability, sexual orientation, marital, parental, veteran or military status, unfavorable military discharge, or any other status protected by applicable federal, state or local law.

IDEO.org is out to design an end to poverty by bringing creativity, empathy, and innovation to the social sector. Our goal is to improve the lives of people in poor and vulnerable communities through design and we're doing it in three ways: through the products, services, and experiences that we design; through the problem solvers we fuel; and by inspiring the social sector to adopt human-centered design.

Managing Director and Location Co-Lead

Full Time, New York City, NY

Position Summary:

IDEO.org is looking for a Managing Director to co-lead our New York studio in partnership with a to-be-hired Design Director. The Managing Director will join our team in the midst of an exciting phase of growth for the organization. You'll partner with studio leadership to build strong design teams, nurture the studio's creative culture, make sure we deliver high impact work to our partners, and most importantly, set the studio's content and program strategy (tackling a mix of domestic and international challenges) and then build the relationships to bring that strategy to life. We are looking for someone who has past experience in the social sector, a deep understanding of both domestic and international poverty alleviation work, strong operational skills, and an understanding of and an ability to champion human-centered design. This position is ideal for someone who thrives in a co-leadership model, loves building cross-sector networks, and deeply believes in the potential of design to transform the lives of those living in poverty.

Areas of Responsibility:

Building IDEO.org New York's portfolio and presence:

- Cultivate and maintain a wide portfolio of cross-sector partnerships (e.g., foundations, companies, government, philanthropists, nonprofits) that bring critical resources and opportunities to IDEO.org.
- Leverage your existing network to integrate IDEO.org into the fabric of NYC's social sector, such that others see IDEO.org and design as key assets in poverty alleviation in the city, across the U.S., and globally.
- Represent IDEO.org in both the design and social sectors, through speaking and writing.
- Design and build new program areas to be housed in New York.

Overseeing the programmatic, financial, and operational health of IDEO.org's New York location:

- Lead conversations with prospective partners about new challenges for IDEO.org to tackle, and work with design teams to scope new projects.
- Work with program leads to maintain partner relationships and ensure project scopes and deliverables are aligned.
- Partner with IDEO.org's Impact Manager to track and analyze the impact of the New York location's programs.
- Provide active leadership in all financial and operational areas, including talent management, grants management and reporting, operations, and budgeting.

Growing and nurturing IDEO.org's team and creative culture:

- Provide support, feedback, and mentorship to design teams at strategic moments during projects.
- Partner with the NY Design Director to bring excellent talent to IDEO.org including recruiting, identifying, selecting, and on-boarding individuals.
- Mentor the next generation of designers and leaders in the New York location.



- Set and reinforce IDEO.org New York's culture—leading by example and finding creative ways to reinforce IDEO.org's values and inspire the team.
- Monitor and support the health of working relationships throughout the location.
- Create connections that ensure the San Francisco and New York studios feel cohesive as we grow.
- Deepen IDEO.org's strategic relationship with IDEO's New York office.

Qualifications

You are passionate about the social sector and design. You have played a significant role building a mission-driven organization in the past, and you can't wait to roll up your sleeves and do it again for an organization with huge ambitions. You love building networks to unlock opportunities, inspire others, and create impact. You have worked in the social sector and are familiar with the intricacies of working with domestic and international foundations, aid organizations, and nonprofits. You know how to close the deal, mobilize the team, and get things done. You understand human-centered design and you believe in its worth in solving difficult problems. You're guided by your business sense and your people sense, and you know how to make decisions that are good for the organization, its strategy, its impact, its people and its sustainability. Balancing multiple projects and prioritizing your time comes naturally to you. You know when to push, when it's time to ease off, and when a beer might be the best idea.

Strong qualifications, including:

- 10+ years of relevant experience—ideally some within social sector organizations and in consulting—with at least three years in a leadership position.
- A track record of creating and running new initiatives and building teams around those initiatives.
- A penchant for problem solving, and a passion for IDEO.org's mission to spread human-centered design throughout the social sector.
- Multiple strong relationships and partnerships throughout the social sector.
- Strong consulting and customer service skills, which help you listen to the needs of others and frame opportunities around them.
- Excellent, demonstrated management skills including the ability to inspire, motivate, influence, and hold colleagues accountable to high standards.
- Business development experience especially with nonprofits, foundations, and individual philanthropists. Fundraising experience is a plus.
- Comfort driving results in a highly ambiguous environment.
- Exceptional communication skills, including writing and public speaking.