



Organization: USA Team Handball
Position Title: Chief Executive Officer (CEO)
Reports to: USATH Board of Directors
Location: Colorado Springs, CO/Remote
Search Contact: Prodigy Search

BACKGROUND

Welcome to USA Team Handball (USATH), the National Governing Body (NGB) for the Olympic discipline of Team Handball. USATH, a member of the International Handball Federation (IHF) and the North American and Caribbean Handball Confederation (NACHC), is a 501(c)(3) non-profit organization headquartered in Colorado Springs, Colorado, and was certified by the United States Olympic & Paralympic Committee (USOPC) on April 30, 2008. The jurisdiction of USATH includes development of grassroots programs, preparation of national teams, and day-to-day oversight of the sport of handball throughout the United States.

MISSION STATEMENT: The mission of USA Team Handball shall be to develop, promote, educate and grow the sport of Team Handball at all levels in the United States, and to enable United States athletes to achieve sustained competitive excellence to win medals in international and Olympic competition.

VISION: The immediate goal of USATH is to restore hope, dignity, and traction to the sport's faithful; energize a growing base of players; and create an all-new model for international success.

SUMMARY

The Chief Executive Officer (CEO) of USA Team Handball (USATH) is responsible for managing the operation of the sport's national governing body. This role drives the execution of the strategic business plan and leads the organization with the guidance of the USATH Board of Directors. Business strategy, marketing, and revenue generation will be required of this position. This executive leader has on-going interaction and communication with key stakeholders and oversees and manages the organization's financial plan. The CEO's role provides both strategic and tactical leadership, management, and mentorship for staff across all programs, including volunteers.

The CEO reports to the Board of Directors and works closely with the directors, staff, and volunteers to ensure the implementation of the strategic plan and advancement of the fundraising competencies for the organization. The position engenders a strategic relationship with the Board of Directors, United States Olympic and Paralympic Committee (USOPC), International Handball Federation (IHF), and the North America & Caribbean Handball Confederation (NACHC).

The CEO's focus is to develop and direct a high-level performance team as well as create revenue generating opportunities through philanthropic donors, sponsorships for the organization and other creative fundraising means. This will include leveraging their own personal network and business relationships the CEO will solicit financial contributions that advance the mission of USATH worldwide.

RESPONSIBILITIES

- Develop and execute business strategies that create sustained advancement for the USATH organization and its international competitiveness.
- Cultivate business relationships that will foster investment in USATH within the business, sponsorship, philanthropic, and donor community; employ personal network to build and expand avenues for contributions.





- Produce a strategically aligned high performance plan with an operating budget annually designed to ensure funding and meet business planning cycle requirements of USOPC.
- Collaborate with the Board of Directors and selected staff to develop a long-term strategy that ensures continuous improvement for national teams and aims to win medals at the Olympic Games, Pan American Games, and World Championships.
- Drive marketing strategy alignment with the organization's strategic plan; develop action plans to advance the current digital presence on social media and push followers to website; expand marketing reach to achieve year over year increase with targeted segments.
- Ensure effective communication throughout all functions of the organization utilizing meetings, teleconferences, presentations, written reports, and email in a timely manner, (i.e. operational staff, high performance program, stakeholders, Board of Directors, USOPC, and IHF).
- Establish organizational policies and procedures to ensure USATH is aligned and in compliance with any and all other programs that govern amateur sports in the United States of America (i.e. SafeSport, USOPC); hold self, staff, and volunteers accountable to ensure the integrity of the organization is held in the highest regard at all times.
- Ensure high quality, emotionally and physically safe training environment for all national team Athletes and members.
- Control the operational costs of the organization in-line with annual budget and fundraising estimates; maintain up-to-date financial reports on a monthly/quarterly basis.
- Manage financial and operational liabilities and risks, plan for contingencies to mitigate when necessary and communicate without delay to the staff and Board of Directors.
- Meet key performance indicators (KPI's) as defined by the strategic plan and monitor all aspects of the organization's performance and conduct quarterly reviews with staff and Board of Directors.
- Lead the day to day operation of the organization, direct staff to execute the strategic action plans and assign initiatives to the appropriate functions, ensure accountability; evaluate all staff (paid and volunteer) acknowledge effective performance and mentor others for advancement, and addresses under performance without delay and coach for improvement.
- Foster the active engagement of former national team members and Olympians to assist in the development of the organization.
- Attend IHF and NACHC meetings and key competitions as necessary (i.e. World Championships, European Championships and etc.) to establish mutual beneficial relationships within the international handball community.

CANDIDATES FOR THE CEO POSITION

- Considering the role and responsibilities of the CEO, candidates for the CEO position who have a handball background will be highly preferred.

CONTACT INFORMATION

Founded in 2007, Prodigy Search, located in the New York City suburb of Freehold, NJ, boasts over 80 years of experience in the sports and entertainment business. As a renowned nationwide leader in senior-level executive search, Prodigy Search has honed its business principles and expertise, establishing itself as the largest boutique recruiting agency in North America. Simply, Prodigy Search is Where the Best Brands Come for the Best Talent.

No phone calls please. For any additional questions, please email info@prodigysearch.net.



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