

National Grape and Wine Initiative Seeks President

The National Grape and Wine Initiative (NGWI) was started in 2003 by a group of interested grape and wine industry members, academies and research scientists to address a growing crisis in research funding within the industry. From this beginning, the NGWI as a grape coalition, has developed detailed industry priorities, partnered with key governmental research bodies and driven several major research initiatives from start to finish, mainly through volunteer leadership. It is time now to take NGWI to the next level and bring in experienced non-voluntary leadership to run the NGWI organization. Therefore, we are beginning our search for a President of NGWI.

The President of the **National Grape and Wine Initiative** is charged with assisting the Board of Directors achieve the organization's strategic goals and objectives while providing leadership to the board regarding philosophy, mission, strategy, finances, and all issues related to management. The President reports to the Board of Directors.

Summary of Responsibilities

- Responsible for the successful management of the organization and the achievement of its goals and objectives. Once the NGWI board has made policy decisions, the President is responsible for establishing procedures, overseeing staff and contractors, and successfully implementing.
- Responsible for ensuring the financial strength (and continuing growth) of the organization's finances. Could include any/all of the following: identification of resource requirements and of funding sources including mandated funds, private and public grants, industry fund-raising. Includes planning and implementing as needed to ensure funding from one or more target sources identified above and others as identified in the future. Includes managing submission of grants, etc., and administrative records and reports required by funders.
- Responsible for driving the NGWI agenda by working with the appropriate agencies, elected and appointed officials, organizations, and private companies (industry) to ensure that the organization and its mission, programs, products and services are consistently presented in strong, positive terms to key stakeholders, partners, and influentials.
- Responsible for all business operations of NGWI. Includes management of assets and resources; hiring, training, promoting, reviewing, and terminating employees; hiring and managing contractors; generally for managing the business of the organization. As such is authorized to sign/execute in the name of the organization contracts or other agreements necessary to the daily functioning of the organization.
- Responsible for managing the finances of the organization within established budget guidelines and board policy.
- Responsible for working directly with all NGWI committees to ensure successful implementation of board approved programs and projects as well as adherence to board established policies and management procedures.

Qualifications of the Successful Candidate

- Proven track record of dynamic organizational leadership. Preference given to non-profit experience.
- Proven track record of identifying, attaining, and managing significant funding from a variety of funding sources.

- Excellent communication skills that enable effective communication with a variety of audiences and that allows candidate to be a successful advocate for organizational goals and objectives.
- Ability to build consensus and to assist the board and its many stakeholders to build consensus.
- Proven ability to manage resources – human and capital – in a manner that enhances the organization’s ability to achieve its goals.
- Proven ability to build programs that ensure the organization’s goals and objectives, goods and services are communicated to stakeholder and other target audiences.
- Understanding the role research plays in maintaining economically strong agricultural industries is helpful as is an understanding of the historic relationship between USDA and agriculture and between cooperative extension and agriculture.
- A genuine interest in agriculture and its economic viability is vital as is a passion to grow the organization to serve the ever evolving needs of the U.S. grape industry.
- A graduate degree in a research, communication, or business related field is preferred as is ten years of professional experience in raising/accessing funding and in managing programs/organizations.
- An analytical approach to problem-solving, a passion for agriculture and a sense of humor are helpful attributes.
- Consideration to be given to experience with / understanding of the U.S. grape industry.

Resumes, along with salary requirements, should be emailed to the Head of the Search Committee, Kathleen Nave, by Friday, May 23rd, 2008. Kathleen’s email address is kathleen@freshcaliforniagrapes.com.