



CHIEF EXECUTIVE OFFICER

A CEO Platform with Real Regional Influence

United Way Suncoast is seeking its next **Chief Executive Officer**—a proven leader, **internally and externally**, with the presence, judgment, and credibility to operate at the highest levels of **fundraising, advocacy, and cross-sector leadership**.

This is not a turnaround and not a caretaker role. It is an opportunity to **lead one of Florida's most respected United Way organizations** at a moment of strength, momentum, and strategic opportunity.

Serving **Hillsborough, Pinellas, Manatee, Sarasota, and DeSoto Counties**, United Way Suncoast sits at the center of the Tampa Bay region's philanthropic, civic, and corporate ecosystem—convening leaders, aligning resources, and driving measurable community outcomes.

The Opportunity

The CEO is the organization's **chief strategist, chief fundraiser, and chief ambassador**.

Working in close partnership with an engaged Board and a seasoned executive team, the CEO personally leads revenue growth, strengthens regional influence, and ensures the organization remains a trusted voice in education, financial security, and community resiliency.

This role requires a leader who is comfortable **being out front**—building deep relationships with major donors, corporate CEOs, elected officials, and civic leaders; shaping policy conversations; and aligning diverse interests around shared, evidence-based goals.

The CEO maintains a **consistent, visible presence across a multi-county region**, ensuring balanced engagement, credibility, and trust in every community served.

What Success Looks Like

Fundraising & Revenue Leadership

- Serve as the organization's primary relationship-builder and closer, personally cultivating, soliciting, and stewarding major gifts and corporate partnerships while strengthening workplace campaigns, grants, and earned-income strategies.

Advocacy & Systems Influence

- Engage at the executive level with public, private, and nonprofit partners to influence policy, funding, and systems that improve regional outcomes.

External Leadership & Visibility

- Be the face of United Way Suncoast—credible, composed, and effective in boardrooms, public forums, and complex stakeholder environments.

Organizational Stewardship

- Ensure strong financial discipline, operational excellence, and risk management while preserving a high-trust, inclusive, performance-oriented culture.

Board Partnership

- Operate as a true thought partner to the Board, grounded in strategic dialogue, data, and shared accountability.

This is a CEO role for a leader who wants scale, influence, and meaning—without compromise.



Who the Board Is Seeking

This role is best suited for a seasoned CEO or enterprise-level leader who brings:

- 15+ years of senior leadership experience across nonprofit, public, or corporate environments
- A demonstrated record of personally leading fundraising and revenue growth
- Credibility with CEOs, philanthropists, and elected leaders
- Strategic judgment paired with operational follow-through
- Comfort leading through complexity, change, and public visibility
- A genuine commitment to community-level impact and systems change

Why United Way Suncoast

- Financially strong with substantial net assets and a diversified funding base
- Nationally recognized for data, analysis, and innovation
- A high-performing executive team and engaged board
- A culture rooted in trust, flexibility, inclusion, and purpose
- A platform to make a **visible, lasting difference** across the Tampa Bay region

Contact

Confidential inquiries, referrals, and submissions for consideration may be directed to:
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