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**RECLASSIFICATION: MIT Job Description**

<b>Job Title: Mgmt 2, Program &amp; Project Admin /</b>	<b>Position Title: Associate Director, Programs, Events &amp; Community Management</b>
<b>Reports to: Director of Business Management &amp; Operations</b>	<b>% Effort or Wkly Hrs: 100%</b>
<b>Department: Martin Trust Center for MIT Entrepreneurship</b>	<b>Grade 9</b>

**Position Overview:**

The Martin Trust Center for MIT Entrepreneurship Associate Director will develop, implement, and manage all current and future programs and events run by the Center. The Associate Director will oversee the Center's most important and visible programs and events that include the t=0 Festival of Entrepreneurship, Pozen Fellowship program, Entrepreneurship Speaker Series, delta v and Demo Days, Pitch2Match, StartMIT/Fuse, and a variety of other special events. Provide the day-to-day operations and administration for aforementioned programs, including the administration, finance, IT, compliance, and outreach components required to ensure their success. Collaborate with faculty, students, and Center staff to deliver programs designed to engage MIT students across the entire campus and help them become more effective entrepreneurs. Design and implement a strategic plan for the Trust Center community management rollout, iterating as appropriate based on learnings. Liaise with internal and external organizations, student clubs, and corporate members to strengthen the entrepreneurial ecosystem.

Martin Trust Center for MIT Entrepreneurship is a student service center; therefore, the Associate Director will be required to be based in the local area with the ability and willingness to work some early mornings, late evenings, and ~5 weekend days as required for classes, programs, or events. This individual should be able to travel (internationally or domestically) as needed for academic programs, approximately 2-3 times per year or as appropriate.

*The Trust Center is currently working on a hybrid work schedule—80% on campus in Cambridge and 20% remote.*

**Principal Duties and Responsibilities (Essential Functions\*\*):**

**Programs and Events Management (75%)**

- Develop and execute all programs and events, including the largest and most impactful ones (e.g. delta v in Cambridge, NY, and Silicon Valley), for students, alumni, and distinguished guests.
- Develop outreach plan in coordination with Marketing and Communications Director to attract students from across campus to Trust Center programs.
- Interpret, implement, and ensure that all MIT policies and external regulations are adhered to, and when appropriate, recommend new policies and procedures.
- Manage expenses to ensure program and event budgets do not exceed financial parameters. Negotiate relevant contracts and pricing.
- Recruit high profile, high demand individuals (Founders of prominent startups, Venture capitalists, directors of commercial accelerators) for Center speaker series.
- Create detailed plans for complex projects while instructing and influencing and leading team members on execution to ensure timely completion of tasks and overall project success.
- Select and identify external vendors as needed (event space, catering, transportation, hotel, etc.) ensuring delivery of quality products and services.
- Solicit competitive bids and negotiates contracts and pricing with internal and external vendors.
- In conjunction with Director and Executive Director, create and manage curriculum schedules and special sessions.
- Create social media strategy, content calendar, source relevant material, and execute accordingly.

**Community Management (15%)**

- Design, implement, and document a strategic plan for the Trust Center community management rollout, iterating as appropriate and based on learnings.

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- Elevate engagement and provide regular communication to alumni from Trust Center student programs (i.e. delta v, StartMIT/Fuse) through annual events, existing programming, and networking and mentoring opportunities.
  - Implement a vetting process for the Professional Advisors Network to ensure diversity in backgrounds and experiences and create a system to optimize their time for student engagement.
  - Create, track, and maintain guest speaker, mentor, and adjunct faculty lists to ensure optimal use courses and programs.
  - Identify and engage with external organizations to strengthen the MIT entrepreneurial ecosystem.

### **Student Club Engagement (10%)**

- Work with entrepreneurship-focused student clubs (100K, Clean Energy Prize, StartLabs, etc.) to co-sponsor and plan events related to entrepreneurship.
- Coordinate regular meetings with student club leaders to share best practices across various clubs and to prevent event overlap and redundancy.
- Inform student clubs of available resources at the Trust Center and helps design programs and initiatives that can better serve their needs.
- Leverage relationships with student clubs to advertise Center events and programs across campus and degree programs.

### **Other duties as assigned and required**

#### **Supervision Received:**

Once on-boarded, the Associate Director is expected to make decisions independently and keep MTC Director of Business Management and Operations informed as necessary.

**Supervision Exercised:** This position will have no direct supervisory responsibilities but will influence and direct the work required to achieve the program goals. This functional manager role will also provide input into performance evaluations, development plans, and pay and hiring decisions for others.

#### **Qualifications & Skills:**

##### *REQUIRED:*

- Bachelor's degree
- Minimum 4 years of administration or operations experience and/or project/program management,
- Excellent communication skills – including understanding, and joy in providing, excellent customer service
- Need to be a great team player and able to work with others to bring out the best in them as well as yourself
- Ability to work in an environment with ambiguity, small failure, imperfect information while attempting to bring order to it
- Event management – ability to run (and enjoy) significant events, and resolve unforeseen operational issues.
- Interest in Entrepreneurship – candidates should have an interest in the field of entrepreneurship
- Ambition – this job is ideal for a self-starter who can identify problems and fix them and take initiative in accomplishing tasks
- Strong computer and technical skills required, including MS Suite, and ability to learn new programs quickly
- Deals with confidential information and/or issues using discretion and judgment
- Flexibility – hours can vary based on the event schedule and workload and must be able to work occasional evening events and travel domestically

##### *PREFERRED:*

- Familiarity with MIT and MIT Sloan policies and procedures strongly preferred
- Minimum of 5-8 years' experience in a related field, preferably academic program management in higher education

**COMPETENCIES:** *Contribute; Collaborate; Engage; Manage*

\*\* To comply with regulations by the American with Disabilities Act (ADA), the principal duties in job descriptions must be essential to the job. To identify essential functions, focus on the purpose and the result of the duties rather than the manner in which they are performed. The following definition applies: a job function is essential if removal of that function would fundamentally change the job.