



Entrepreneurial Experience Specialist
8/25/2021

Entrepreneurial Experience Specialist—Full time

Girl Scouts is seeking a dynamic and inspiring Entrepreneurial Experience Specialist who is great at figuring out logistics and is ready to share their talents with the world's largest leadership organization! Make difference in a Girl's life!

LEARN MORE AND APPLY TODAY!

www.gsbadgerland.org

APPLICATION PROCEDURE

Email cover letter and resume to Kathy, Chief Talent Officer, at HR@gsbadgerland.org

Organization Overview

Vision

To be the premier leadership organization for girls in the USA

Mission Statement

Girl Scouts builds girls of courage, confidence, and character who make the world a better place.

Overview

The Girl Scouts of Wisconsin – Badgerland Council, one of 111 Councils throughout the USA, provides programming, training, and support to Girl Scout more than 8,000 members in 24 counties in southwest Wisconsin and parts of Minnesota and Iowa.

Badgerland Council includes volunteers, adult and girl members, and paid-staff *working together*. This includes recruitment efforts, troop leader and family engagement training and support, Girl Scout programming and activities, and the iconic Cookie Program: the largest girl-led business in the world!

Organizational Strategic Focus

- Build an organization that reaches its goals and grows a membership that fully reflects our population.
- Increase new members (volunteers, girls, donors) with a focus on K-3, 5-6, and 8-9 grade levels and foster partnerships that support our growth.
- Grow retention across all segments with high quality leader support and sought after programming experiences for girls.
- Demonstrate brand promise as the relevant, powerful, amazing organization that lifts girls and women for a lifetime of success.

- Delight our customers understanding that they include troop co-leaders, girls, parents, donors, volunteers, partners and staff.
- Thoughtfully create systems and utilize accountability measures that ensure commitment to our strategic focus and long-term viability.

Individual Core Competencies

- Diversity & Equity Advocate: Passionate about creating and supporting diverse, equitable, and inclusive spaces in the Girl Scout community. Strong intercultural communication skills; value diverse thoughts and perspectives and the positive outcomes when all voices are heard.
- Innovative Solution Seeker: Creatively and critically explore opportunities and challenges with an eye to solutions and forward-moving actions.
- Emotionally Intelligent: Personal awareness, self-control, and appropriate emotional expression; ability to build and steward interpersonal relationships judiciously and empathetically.
- Gumption & Drive: Through initiative and resourcefulness, set and reach ambitious goals; results-driven and self-motivated.
- Collaborative & Open to Learn: Work effectively in teams and inter-departmentally to move the mission forward; respond positively to constructive feedback and seek learning and growing opportunities.

Job Title:	Entrepreneurial Experience Specialist
Department:	Leadership Experience
Classification:	Nonexempt/Hourly
Reports To:	Director of Entrepreneurial Experience

Position Summary

The Entrepreneurial Experience Specialist supports our mission and strategic priorities by assisting in all aspects of product programs, including managing inventories, logistics, and the day-to-day product sale operations. She/he will assist the Director of Entrepreneurial Experience in developing strategic and tactical plans that result in increased participation and sales growth. The Entrepreneurial Experience Specialist will be responsible for the reconciliation of product sales data and assist in the evaluation of product program through data analytics and volunteer/girl evaluations. She/he will develop and lead girl and adult programming and training which generates excitement and strengthens the program.

She/he will recruit, retain, support, and recognize volunteers to further the Girl Scout Movement. The focus of this job is making connections with people, motivating and inspiring them to achieve desired results. Connections will be both externally and internally focused and will involve enrolling the commitment and buy-in of others, with emphasis on recruiting, retaining, supporting, and recognizing product sales volunteers who further the Girl Scout Movement.

The work has fast-paced and even-paced seasons, with a variety of tasks and is dynamic and changing. The ability to understand, quickly react and motivate others to adapt to the changing environment is a critical key to success.

Essential Responsibilities

Volunteer Development:

- Recruit, retain, support, and oversee a team of volunteers and to manage product sales.
- Develop and lead specialized training opportunities and materials that add value to the member and volunteer experience.
- Motivate, prepare and inspire members and volunteers to achieve desired results.
- Collaborate with the Marketing Communications department regarding celebration and recognition opportunities. (nomination of volunteers for external awards, etc.)

Relationship Management:

- Partner with volunteers, girls and staff to execute product sales programs that effectively support the Girl Scout Leadership Experience.
- Manage vendor and service provider relationships.
- Assist in creating and implementing innovative product sales and communication strategies to support the Product Sales experience which results in increased membership participation and sales.
- Exceed customer expectations by providing exceptional customer service and support.

Event Management:

- Develop and lead girl and adult programming and training which generates excitement and strengthens the program.
- Operate product sales programs as a business leadership development and entrepreneurial training model for girls and enhance the understanding and appreciation of the Girl Scout five skills.
- Support the day-to-day product sales operations; developing logistics processes and executing appropriate controls that safeguard assets and inventories
- Assist in the development and execution of strategies for high-quality product sales programs that support girls and volunteers leveraging girl and volunteer involvement in the planning and execution.
- Support the development and implementation an effective evaluation process, utilizing the findings for continuous improvement.
- Serve as an organizational ambassador, which at times may include; acting as a spokesperson at public events, corporate opportunities, informational talks, etc.
- Maintain tracking records and data to analyze success and potential pivot points in strategy.

- Promote and assist with Council-wide programs, activities, public relations and fund development endeavors.
- Be or become a registered member of the Girls Scouts of the United States of America; have a working knowledge of Girl Scout philosophy and programming, and be committed to the Girl Scout mission. Prior Girl Scout experience not required.
- Perform other related duties as requested.

Education and Experience

- Bachelor degree or equivalent of education and experience. Preferred emphasis in business administration, volunteer management, or communications.
- 2+ years of work experience in sales, marketing, or program planning with proven sales results and customer satisfaction.
- Proficiency with Microsoft Office Suite and database experience with Salesforce, required.

Anticipated Time Away from Office

- Must be able to occasionally work irregular hours, including nights and weekends; possess a valid Driver's License; must be able to work both in an office setting and independently off-site.
- Travels throughout jurisdiction 10% of working time.

Key Department Partners: Marketing Communications, Finance, Leadership Development, Membership, Customer Care, Community Partnerships