



Chief Executive Officer

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SRI Executive has been exclusively retained by DC Green Bank to assist with the search for an exceptional candidate to fill the position of Chief Executive Officer.

About the Role

The DC Green Bank seeks a Chief Executive Officer (CEO) to lead this cutting-edge, mission-driven organization. The Board of Directors welcomes applications from visionary, experienced, and resourceful leaders ready to roll up their sleeves and lead an organization that builds out the bold sustainability visions of the Washington DC community.

Reporting to the Board of Directors, the CEO will have overall strategic and operational responsibility for the DC Green Bank's staff, programs, expansion, and execution of its mission. In addition, the CEO will serve as the public face of the DC Green Bank with key partners and stakeholders. Importantly, the CEO will provide strategic leadership and guide the organization through its next stage of development, including prioritizing the bank's strategic financial and sustainability goals and leading new and existing staff in executing on such goals, including owning responsibility for the successful origination, structuring and deployment of the bank's financial offerings.

Duties and Responsibilities

Leadership and Management

The Chief Executive Officer will administer, manage, and direct the affairs and activities in accordance with the policies, control, and direction of the Board. The CEO will execute the mission and vision of the DC Green Bank, consistent with its establishment legislation.

- Comply with all legislated oversight requirements, including establishing Performance Targets, facilitating the annual public hearing, and overseeing the development, adoption, and execution of the Annual Report, Work Plan, and Budget.
- Manage overall DC Green Bank operations, set strategic goals, and develop and uphold the institution's culture and mission focused on sustainability outcomes and financial resiliency.
- Develop, maintain, actively engage, and support a strong and effective Board of Directors.
- Ensure ongoing programmatic excellence, rigorous program evaluation, and consistent quality of finance and administration, fundraising, communications, and systems; propose timelines and procure resources needed to achieve the strategic goals.
- Lead, coach, develop, and retain highly talented DC Green Bank staff.
- Actively engage with District staff and officials, stakeholders, partner organizations, and funders, to build and solidify support for the DC Green Bank.

Financial Management

The CEO will provide planning, guidance, and support activities to responsibly manage the DC Green Bank's investments and establish a pathway for financial sustainability.

- Develop annual and multi-year budgets to responsibly grow the organization with the goal of long-term sustainability.
- Work closely with DC's Office of the Chief Financial Officer to establish financial management and accountability structures.
- Develop and implement a capital development plan that prioritizes raising public and private funds that allow maximum flexibility, align with the mission, vision and goals of the organization, and fill gaps left by initial capitalization.
- Design a strategic business planning process, financial projections and pro forma to inform Board and executive decision-making about DC Green Bank financial offerings.

Capital Deployment

The CEO will be responsible for supporting capital deployment by launching projects and programs that align with and support the mission of the DC Green Bank.

- In consultation with the Board and input from stakeholders, develop and launch financial offerings (e.g., in the form project support, consumer financial products).
- Develop necessary origination and servicing structures, underwriting requirements, lending terms, rates, and structures for financial offerings.
- Negotiate lending terms with financial institutions and finalize product terms and structures.
- Build and grow partnerships with key stakeholders (e.g., contractors, lenders, associations, outreach groups, advisory NGOs) to ensure financial offerings complement the market.

Outreach and Business Development

The CEO will be responsible for communication and outreach to key stakeholders, partners, and constituents for the purposes of developing a reputable brand and expanding DC Green Bank business opportunities.

- Deepen and refine all aspects of outreach and communications, from web presence to external relations, with the goal of creating a reputable and recognizable brand.
- Build partnerships in new markets, establishing relationships with mission-focused foundations, corporations, utility providers and as appropriate, public officials and agencies.
- Broadly communicate organization results and successes to the Board, funders, public officials, and other stakeholders and partners.

Education, Qualifications & Experience

The Ideal Candidate

Candidates must have significant managerial and substantive experience in public and/or private investment, banking and/or finance. Ideal candidates will have background in clean energy finance or relevant green banking experience, the ability to design and deliver effective financial programs or other offerings, and the commitment to engage and partner with stakeholders to successfully deploy capital

for sustainable projects and programs. They will likely have connections within and experience collaborating across the non-profit, financial, and public sector industries (preferably in the DC area).

As a leader, the ideal candidate will be an experienced manager with a demonstrated ability to clearly set priorities and lead staff and develop and manage high-performance teams with the necessary expertise to execute on the bank's remit. They will have experience setting and achieving strategic objectives with a Board and garnering and organizing staff and organizational resources to support those objectives.

A successful candidate will be able to seamlessly work across the strategic, substantive, and administrative aspects of the CEO role. They will be willing to take on additional responsibilities to fill in the needs of the DC Green Bank, including but not limited to marketing, public relations, communications, and fundraising; procurement, hiring, and contracting; training, outreach, and education.

The DC Green Bank CEO will have the vision, leadership, and genuine commitment to developing a successful private- public institution that will dramatically scale investment in clean energy, sustainability, and greenhouse gas reductions in the District. They will demonstrate a genuine personal and professional commitment to tackling climate change issues at a local level for global impact and a drive to bring their full entrepreneurial, creative, and leadership talent to scale the opportunity the DC Green Bank represents for the District and beyond.

Minimum Qualifications

- Bachelor's Degree. Advanced degree preferred, ideally in business administration or relevant field.
- 10 years of experience with a demonstrated track record of effectively leading and scaling a performance- and outcomes-based organization and staff; 5+ plus years of senior management experience is required.
- Proven leadership, coaching, and stakeholder engagement experience.

Role Location

Residency Requirement: Per the GFA Legislation, the CEO is required to be a resident of the District of Columbia. Therefore, all candidates must live within the District of Columbia or be willing to commit to moving their permanent residency to the District within 180 days of their appointment.

How to Apply

If you wish to be considered for this position, please click Apply on the first page and complete the Application Form on or before **10 March 2023**. In addition, we encourage you to please attach a copy of the most recent **English version of your CV in Microsoft Word format**.

All information will be treated in the strictest confidence.

If you have an initial query rather than an application, kindly email us at **DCGB-CEO@sri-executive.com**.

SRI Executive is exclusively retained by DC Green Bank to undertake this assignment.