

**President, AARP Foundation**  
*Washington, DC*

DRi/Waterstone Human Capital is conducting this search for AARP Foundation. To learn more and apply, please visit <https://driwaterstonehc.com/position/aarp-foundation-president/>

**About AARP Foundation**



AARP Foundation works to end senior poverty by helping vulnerable people over 50 build economic opportunity. Our approach emphasizes equitable outcomes for populations that have faced systemic discrimination. As AARP's charitable affiliate, we serve all people 50 plus and their families. Through vigorous legal advocacy and evidence-based solutions, and by building supportive community connections, we foster resilience, advance equity and restore hope.

AARP Foundation has an operating budget of nearly \$300 million with over 300 employees and 35,000 volunteers. The Foundation shares and supports AARP's vision, mission, and overall commitment to leading positive social change. To learn more about AARP Foundation and AARP, please visit [www.aarp.org](http://www.aarp.org).

**Position Summary**

The Foundation President ("President") is responsible for leading AARP Foundation during a new era of innovation, national presence, and continued programmatic growth. Key responsibilities include increasing the visibility, prominence, resources, effectiveness, and impact of AARP Foundation. The President must be keenly focused on strong corporate and individual donors, and grant opportunities, and will work closely with the Foundation Board Committee on Development. Additionally, the President serves as a member of the AARP Executive Team and works closely with the CEO and other AARP Executive Team members to help provide overall direction for AARP.

The President must have passion, conviction, and vision, as well as be able to lead and inspire a national team of staff and volunteers. The President should be a national leader and a successful fundraiser who garners the respect and support of funders, government leaders, other non-profits, and experts.

**Key Relationships**

Reports to: Board of Directors of AARP Foundation and the CEO of AARP on day-to-day operations.

Staff: Six direct reports, 300 staff, and 35,000 volunteers.





## Key Responsibilities

- Lead, motivate, and inspire internal and external audiences to achieve the mission and vision of AARP Foundation.
- Promote positive social impact for the underserved and most vulnerable through innovation and growth of the Foundation's programs, initiatives, and litigation efforts.
- Significantly grow the revenue of the Foundation and other affiliate charities, especially through innovative fundraising efforts, relationship building, and transformational partnerships.
- Leverage and build the AARP brand and the AARP Foundation brand to increase social impact and to build national presence.
- Serve as the public face of AARP Foundation, representing the Foundation at public speaking engagements, in interviews with media sources, and in other interactions; position the Foundation as a leader in the larger philanthropic community.
- Ability to communicate about the Foundation's work broadly and aggressively using all types of media (traditional, digital, social, etc.) and through partnerships with other organizations (e.g. Meals on Wheels, local food and community assistance programs, etc.).
- Partner and collaborate with the AARP state offices and AARP affiliates to market and communicate programs at the local level.
- Develop and cultivate collegial relationships with the Board of Directors and Board Chair.

## Ideal Experience

- Proven track record of excellence in leading complex organizations and motivating staff and volunteers to achieve new levels of excellence.
- Must have strong management skills and proven ability to lead in a fast-paced, dynamic matrix environment.
- Strong development background and successful track record in fundraising for corporate sponsorships, individual donors and grant opportunities.
- Must have a proven track record in attracting and retaining high performance and quality talent.
- Ability to effectively lead by delegating responsibilities.
- Ability to gain internal respect and build consensus among superiors, peers, and subordinates.
- Proven ability to build and foster internal and external relationships with people from various cultural and financial backgrounds.
- Recognition as a national leader who can influence public debate and develop innovative solutions.



- Established success as an effective communicator who is highly skilled in writing and public speaking.
- Adept at working with a non- or for-profit Board of Directors; utilizes the time and skillset of board members advantageously.
- Capacity to harness technology to enhance the mission/vision of AARP Foundation, increase donations, and grow the AARP brand.
- Strong financial and business acumen.
- Bachelor's degree required. Law or master's degree preferred and 15 years of progressively responsible executive management experience.

### Leadership Competencies for Success

- A passionate, visionary, and creative leader; a catalyst who can lead and motivate others while creating excitement and energy around AARP Foundation's mission.
- A strong relationship-builder who can cultivate longstanding partnerships/commitments while possessing a direct and diplomatic style with superb communication skills
- Deeply and genuinely committed to inspiring social change, solving systemic problems, and creating evidenced-based and measurable impact with a sense of urgency.
- Demonstrated organizational abilities and skill at leading a team to execute and deliver results in a dynamic and fast-paced environment.
- Imaginative and fearless.
- Exhibits the highest levels of integrity, outstanding judgement and critical thinking skills.
- Ability to establish a working environment that emphasizes execution and a business-centric mindset.
- Thoughtful and reflective.

### To Apply

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All first-round interviews for the President will take place via telephone/video conference.

AARP Foundation is an Equal Opportunity Employer and is seeking a diverse slate of qualified candidates for formal consideration.