

CEO Opening at the Winston Salem Regional Association of REALTORS®

An Exciting Leadership Opportunity

About the Position

The Winston Salem Regional Association of REALTORS® (WSRAR) is currently seeking a dynamic and visionary leader to fill the position of Chief Executive Officer (CEO). This is an excellent opportunity for an individual with a passion for REALTORS® and a proven track record of leadership to lead the organization towards continued success.

Role and Responsibilities

The CEO will be responsible for overseeing all aspects of the association's operations, including:

- **Strategic Leadership:** Develop and implement strategic plans that align with the association's goals and mission.
- **Working with Volunteers:** Support and empower volunteers to enhance their leadership growth.
- **Financial Management:** Oversee budgeting, financial planning, and resource allocation to ensure the association's financial health.
- **Staff Management:** Lead, mentor, and develop a high-performing team of professionals.
- **Membership Services:** Enhance member engagement and satisfaction by being visible in the member community and promoting valuable services and resources.
- **Advocacy and Representation:** Represent the association in local, state, and national forums to advocate for the interests of REALTORS® and the real estate industry.
- **Community Engagement:** Foster strong relationships with community stakeholders, including businesses, government agencies, and other real estate organizations.

Qualifications

The ideal candidate will possess:

- **Leadership Experience:** A minimum of five years of executive experience is desired and someone within a REALTOR® association is strongly preferred. Experience in the real estate industry or general association management is a plus.
- **Educational Background:** A bachelor's degree in business, real estate, public administration, or a related discipline or equivalent experience and education is preferred. An advanced degree is a plus.
- **Strategic Thinking:** A demonstrated ability to develop and execute strategic plans.
- **Financial Acumen:** Experience in financial management and budgeting.
- **Staff Management:** Understands the importance of hiring and maintaining a cohesive staff and building a positive team culture.
- **Operations:** Has experience with internal systems and facility management.
- **Professional Standards:** Possesses a basic knowledge of professional standards administration
- **MLS and Industry Issues:** Familiarity with MLS and other current or emerging industry concerns.
- **Advocacy Skills:** Experience in advocacy is desirable.
- **Communication Skills:** Has excellent written and verbal communication skills.
- **Member Focus:** Committed to enhancing the value of membership and providing outstanding member service.

Application Process

Interested candidates are encouraged to apply by submitting the following documents:

- A cover letter outlining their qualifications and vision for the role.
- A comprehensive resume detailing their professional experience and achievements.

Applications should be sent to MartinandDowns@gmail.com no later than March 7, 2025.

About WSRAR and Winston Salem

The Winston Salem Regional Association of REALTORS® is a leading professional organization dedicated to serving the needs of its members and the real estate industry in the Winston Salem region. With a commitment to excellence, WSRAR strives to elevate the standards of practice and promote the interests of its members. The entire Winston Salem area is a vibrant community with a bright future and fascinating past. A great place to live!

Join us in this exciting journey and be a part of shaping the future of real estate in Winston Salem!