

Zeta Beta Tau

A Brotherhood of Kappa Nu, Phi Alpha, Phi Epsilon Pi, Phi Sigma Delta, Zeta Beta Tau

Position Title: **Postgraduate Growth Fellowship**
 Reports To: Director of Organizational Growth
 Salary Range: \$35,000 - \$40,000
 Exempt (Yes or No): Yes (Outside Sales)
 Location: Headquarters based in Carmel, IN

Position Summary

The Postgraduate Growth Fellowship is an exciting full-time professional staff position that heavily focuses on selling the fraternity experience, specifically prospecting Founding Fathers in the expansion of new groups and recruiting potential new brothers to active chapters. This staff member is key to the Fraternity's organizational growth. The Fellow will have an incredible opportunity to make connections on dozens of campuses and tour the United States as an expert growth consultant. This role involves extensive travel opportunities (60%-70%) and offers opportunities to connect on numerous campuses across the U.S. and serve as an expert growth consultant.

Key Responsibilities:

- **Expansion Leadership:**
 - Lead on-site expansions, including planning, recruitment, marketing, and interviews.
 - Facilitate signing membership contracts and collecting initiation fees.
 - Educate and onboard Founding Fathers on ZBT values, recruitment strategies, and chapter leadership.
- **Chapter Support:**
 - Guide chapters in recruiting, marketing, brand management, and setting achievable goals.
 - Serve as primary coach and resource for assigned chapters on recruitment, risk management, and brotherhood development.
 - Conduct remote and on-the-ground support in chapter operations, ethics, and community engagement.
 - Ensure chapters meet accreditation standards via ZBT's Standards of Excellence program.
- **Community and Partnership Engagement:**
 - Foster chapter connections with Jewish community partners and philanthropic organizations.

Qualifications:

- **Education:** Bachelor's degree required.
- **Additional Skills:** Knowledge of the Jewish community; commitment to inclusivity and integrity.
- ZBT membership preferred.

Benefits:

Join a supportive team offering professional growth, travel opportunities, and the chance to shape the future leaders of ZBT and their communities.

Application:

Submit a resume and cover letter to Shelley Laflin, Chief Finance and HR Officer, at slaflin@zbtnational.org.