

# Zeta Beta Tau

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

Position Title:	<b>Postgraduate Growth Fellowship</b>
Reports To:	Director of Organizational Growth
Salary Range:	36,000-38,000
Bonus:	Extensive bonus opportunities based on identified metrics (average \$4,000-\$7,000).
Exempt (Yes or No):	Yes. (Outside Sales)
Location:	Significant travel (including weekends) is required.

## 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 for 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, with other fraternity/sorority professionals, 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 and Recruitment (80%):**
  - Lead on-site expansions as the primary recruitment manager. This includes planning, prospecting, 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 and Coaching (10%):**
  - Guide chapters in recruiting, marketing, brand management, and setting achievable goals.
  - Serve as the 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, Partnership, Educational and Other Engagements (10%):**
  - Foster chapter connections with Jewish community partners and philanthropic organizations.
  - Represent ZBT at conventions, conferences, leadership trainings, and educational events.

## Qualifications:

- **Education:** Bachelor's degree required.
- **Additional Skills:** Knowledge of the Jewish community; commitment to inclusivity and integrity. Strong interpersonal communication & relationship-building skills. Sales mindset and ability to recruit members. Comfort initiating conversations and presenting to groups of varying sizes. 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](mailto:slaflin@zbtnational.org)