

BNI CORE Job Descriptions

Regional Director

The Regional Director (RD) is responsible for providing strategic leadership in the Region (multiple states) by working with the Core Leadership Team and the Regional Team to establish and implement long-range goals, strategies, and plans.

To thrive as a Regional Director, one is to be a prudent manager and an inspiring leader. The ideal candidate will have a business mindset and will be able to see the “big picture” in a variety of settings. They will take actions to enhance the Region’s profit margins while keeping the human factor in perspective. The overall goal is to drive the region’s development and guide it towards long-term success.

Managing Director

The Managing Director (MD) plays a delicate balance between manager and inspiring visionary of the Region. The MD is responsible for overseeing the daily operations and activities of the Region as well as the development, support, and motivation of a world class team of Directors. Accountability and tracking metrics are key components of this position, as the MD will report to the Regional Director on goals and performance.

Area Director

The role of Area Director Consultant (AD) is critical to the success of Members and Chapters of BNI®. The AD is actively engaged in team building, training, education, goal setting, and leading the Area Team of Support Directors, with a focus on ensuring business growth for all Members.

Importantly, the AD places intense focus on ensuring that Members and Support Directors achieve their own business goals and have a positive impact on the community.

Support Director

The Support Director Consultant (SDC) is the most critical position to ensure CORE Chapter success. The Support Director Consultant works directly with Chapters and is actively engaged in goal setting, coaching to goal, team building, culture building, training, and education to ensure business growth for all members.

The SDC is the primary resource for Leadership Team Members, coaching them to achieve both Chapter goals their personal business goals.

LAUNCH POSITIONS

Managing Launch Director

The Managing Launch Director (MLD) will lead the launch efforts of an entire BNI Region or cluster of BNI Regions.

MLDs will be responsible for creating a platform for exponential growth in area of responsibility through a team of skilled Launch Director Consultants. The MLD will become the Region's Launch Team advocate and attract talented people who love to build Chapters, impact small businesses, and empower others to succeed. They will implement the weekly routines and daily activities that are the keys to success developed during the Rapid Chapter Launch pilot program.

Launch Director

The role of the Launch Director Consultant (LDC) is critical to the growth and success of a BNI Region. The LDC is actively engaged in recruiting, sales & marketing, mentoring, and goal setting with potential Members of BNI. The LDC is the primary resource for the applicants of a newly forming chapter.