THE CEO COUNCIL OF MASSACHUSETTS

Where Massachusetts CEOs Come to Think — And Decide

President & CEO

Boston Area • Remote with In-Person Meetings • 12-Days/Month during Launch then Flexible at Scale

About The CEO Council

The CEO Council is a CEO-only membership organization built on a simple but powerful premise: chief executives make better decisions, build stronger organizations, and lead more fulfilling professional lives when they have access to a trusted community of peers who understand what it means to sit in the chair.

Founded in 2006, The CEO Council has convened chief executives for confidential, candid conversations about the strategic leadership challenges shaping their organizations and their industries. Our membership is CEO-only—no vendors, no pitching, no substitutes. Members are CEOs, Presidents, Executive Directors, and business owners leading organizations with ten to thousands of employees, CEOs are seated with peers leading organizations of similar scale.

The CEO Council is built differently. Our state-chapter model grounds every conversation in the specific regulatory, economic, and talent environment where our members actually operate—not generic peer dialogue, but insight directly relevant to the decisions they face right now. Membership is structured in tiers—from the Annual State CEO Summit, which is open to all CEOs in the state, to CEO Exchanges, and private CEO Peer Advisory Boards using our proprietary decision support process—so CEOs can engage at the level that fits them and grow their involvement as the value compounds.

The CEO Council is now expanding its proven chapter model nationally, with new chapter launches planned in Massachusetts, Massachusetts, New York, and Washington DC, and additional chapters to follow. Each chapter is led by a local President & CEO who serves as the chapter's chief executive, chief evangelist, and primary convener of that states CEO community.

The Role

This is not a conventional position. It is a leadership platform—an opportunity for a seasoned executive to step into a highly visible role in their local business community and state, building something of lasting value.

In this role you would be the President and CEO of The CEO Council of Massachusetts, an LLC owned by The CEO Council, Inc. (HQ). HQ provides the brand, infrastructure, systems, proven methodologies, training, and ongoing mentorship. You provide the leadership, relationships, and entrepreneurial drive that transforms those assets into a thriving Massachusetts CEO community.

During the chapter launch phase—from initial membership development from the attendees of the inaugural event—the first annual Massachusetts CEO Summit—this role requires a significant-time commitment. As the chapter matures and recurring membership revenue stabilizes, the time commitment becomes increasingly flexible and self-directed. Most chapter presidents at mature membership levels operate on a schedule that is largely of their own design, making this an ideal long-term platform for an experienced executive who wants ownership over both their time and their earning potential.

Your Primary Responsibilities

- Drive membership growth—personally recruit, engage, and close CEO, President, Executive Director, and business owner prospects using our proven CEO-to-CEO outreach and relationship development methods, tools and templates.
- Serve as the public face of your state chapter—build the chapter's visibility, reputation, and credibility within Massachusetts's business community.
- Curate and lead world-class CEO experiences—with HQ's help when needed, select compelling topics, recruit high-caliber guest executives for FireSide Chats, and oversee the delivery of annual Massachusetts CEO Summits, CEO Exchanges, and other CEO-only events.
- Build your chapter team—with HQ help, recruit, train, and manage independent contractors including roundtable moderators, Peer Board Chairs, and an Executive Assistant if desired.
- Own the chapter P&L—manage financial performance and report to The CEO Council HQ board of directors.

Compensation & Structure

Each state chapter is structured as an LLC that is wholly owned by The CEO Council (HQ), a Delaware corporation. As President & CEO of the Massachusetts chapter, you are compensated as an employee of The CEO Council of Massachusetts, LLC. The flexible time demands offers meaningful flexibility for executives with established advisory practices or existing business entities.

Compensation begins the month of the chapter's inaugural launch event – the first annual Massachusetts CEO Summit— and consists of two primary components:

- A fixed base salary (with or without benefits) determined by the chapter's projected size and gross profits.
- A substantial percentage of the chapter's net income, paid as a quarterly bonus—creating significant upside as you grow membership beyond the baseline.

The CEO Council's membership model provides high margins: recurring monthly dues from multiple membership tiers, minimal fixed operating costs, no inventory, and no or minimal overnight travel. At mature membership levels, the chapter presidents may generate meaningful income on a part-time schedule.

Illustrative earnings by membership level will be provided to qualified candidates during the interview process. Compensation is structured to be competitive with senior executive roles at mature membership levels of 50 or more members.

What This Role Offers You

The executives best suited for this role are those who have spent decades building business expertise, executive relationships, and leadership credibility and are ready to deploy all of it in a role that is genuinely their own. If you are ready to step into a unique, non-traditional executive leadership role, one where you can have a major impact on the CEOs and their businesses in Massachusetts, then this role is built for you.

A Platform, Not Just a Position

- The title CEO of The CEO Council of Massachusetts carries genuine weight in your business community—and opens doors to the most senior executives in your state.

- The network and relationships you develop as the CEO of The CEO Council of Massachusetts naturally extend beyond the organization and may (as defined in your employment agreement) support any advisory or consulting work you pursue.
- You will influence the evolution of a growing national organization. Chapter presidents are leaders whose chapter experience and judgment will shape how The CEO Council operates as it continues to grow and adapt to meet the needs of its members.

Practical Benefits

- Home-office-based, no inventory, minimal or no overnight travel, and a flexible schedule you own.
- Full HQ support: proven launch methodology, outreach templates, event management systems, website infrastructure, member management tools, automated billing, and ongoing one-to-one mentorship.
- A chapter launch process that HQ has executed successfully (without a failure)—with comprehensive virtual and on-site HQ support through the inaugural Massachusetts CEO Summit and well beyond it.
- Compensation structure designed to fit your situation—a W-2 employee of The CEO Council of Massachusetts LLC with access to employment benefits including health insurance.
- Ongoing personal, professional, and financial growth in a role that compounds in value the longer you lead it.

Who We're Looking For

The ideal candidate is a seasoned chief executive—someone who has led at the top of an organization or business division—and is now looking for a role that deploys that experience with more autonomy, more community impact, and more personal ownership than most executive positions allow.

You may be in transition from a corporate leadership role. You may be building or considering an executive advisory practice. You may simply have concluded that the traditional C-suite job market is not structured to recognize the full value of what you have built over a career. If any of that resonates, read on.

You are a strong fit if you:

- Have served as a senior executive and carry the credibility and gravitas that is a prerequisite for the top role in The CEO Council of Massachusetts.
- Understand the value of a CEO-only environment where CEOs can have candid conversations with peers about current and ongoing leadership challenges.
- Are a natural relationship builder who is energized by engaging top executives in candid, substantive conversations.
- Have the entrepreneurial mindset and self-direction needed to grow a business that is new to your state, without a local team and corporate infrastructure around you.
- Are actively engaged and well-regarded in your local business community or have the network and credibility to become so.
- Are comfortable being the chief sales officer of your chapter—because growing membership through CEO-to-CEO outreach is the role's most critical-to-success factor.
- Reside in the chapter's target geography and are committed to building its long-term presence there.

This role is not a fit if you:

- Are looking for a traditional salaried position with a team of employees, large budget, and big corporate infrastructure from day one.
- Are uncomfortable with personally driving membership sales and receiving performance-based compensation.
- Do not have CEO-level credibility or the needed gravitas—the ability to walk into a room of chief executives and lead the meeting as a true peer, not as a facilitator or a subordinate.

HQ Support & Infrastructure

The CEO Council HQ is not a franchisor at arm's length. We provide state presidents with:

- A proven, replicable, HQ-implemented chapter launch process with comprehensive virtual and on-site HQ support through the inaugural Massachusetts CEO Summit.
- Training in CEO Council operations, membership sales, Roundtable facilitator recruiting and training, the DeepDive™ process, Peer Board member recruiting, Peer Board chair recruiting and training, and all proprietary methodologies.
- A fully built chapter website with integrated online event calendar, event registration system, membership application process, member directory, and automated dues billing.
- Proven outreach tools and templates for CEO-to-CEO personalized direct mail, one-to-one email campaigns, and event invitation processes.
- One-to-one mentorship and coaching from The CEO Council leadership team as needed.
- Access to The CEO Council's national CEO-to-CEO network and leadership team—including principals who are former CEOs and C-suite executives.
- Membership in a Peer Board of Chapter Presidents as the chapter network grows—providing structured peer support among your fellow chapter presidents nationally.

A Note on What This Actually Is

This is not a sales pitch to recruit chapter presidents. Building a chapter takes work, patience, and a genuine commitment to the CEO community you serve. The executives who thrive in this role are those who find the work itself rewarding and enjoy leading a meeting of chief executives, who want to help CEOs with the strategic challenges they are currently navigating, and who will take real satisfaction in building a high-impact community that didn't exist before they arrived.

If you have spent your career in rooms where your expertise and judgment were or currently are underutilized, this is the role where that changes. The CEO Council chapter president is the most senior person in the room—and the most trusted.

If this speaks to you, we would like to have a conversation.