



ARABIAN HORSE ASSOCIATION

WE'RE HIRING! GROWTH DIRECTOR

Do you have a passion for the Equine Industry?

THIS IS THE POSITION FOR YOU!

To apply, send a Resume and Cover Letter to hr@arabianhorses.org

Position Summary

The Growth Director is a newly established senior leadership role responsible for driving growth across the Arabian Horse Association. This position leads efforts to introduce new audiences to the Arabian horse, grow membership, and expand the organization's reach and revenue. The Growth Director oversees internal and external marketing, sponsorships, and youth and family services, while collaborating across departments to pursue new growth opportunities. This role reports directly to the Chief Executive Officer, serves as a member of the Senior Management Team, and is required to be in-office full-time.

Key Responsibilities

Growth Strategy and Leadership: Develop an organization-wide growth strategy, set measurable goals for memberships and sponsorships, and report regularly to the CEO and Board of Directors.

Marketing and Brand: Oversee brand strategy, campaigns, and digital presence, including guiding the *We Love Arabian Horses* consumer lifestyle brand to reach non-members.

Youth and Family Services: Direct youth and family programs to build a pipeline for new members and lifelong engagement.

Sponsorship and Partnerships: Lead sponsorship development, create prospectuses, and cultivate strategic partnerships for brand exposure and new revenue.

Membership Growth: Partner with Membership and Registry Services on acquisition, retention, and innovative programs like Academy programs and Discovery Farms.

Industry Professional Growth: Create initiatives to expand the community of judges, trainers, breeders, and other professionals.

Qualifications

Bachelor's degree in marketing, Business Administration, Nonprofit Management, or a related field (or equivalent experience).

Minimum of 7 years of progressive leadership experience in marketing, membership growth, or business development.

Demonstrated track record of executing growth strategies with measurable outcomes.

Strong strategic thinking, communication, and cross-functional leadership capabilities.

Equestrian industry experience or background in membership-based associations is preferred.

Willingness to travel to Arabian Horse Association events and meetings as needed.

About the Arabian Horse Association Headquartered in Greenwood Village, Colorado, the Arabian Horse Association is a nonprofit breed registry serving over 15,000 members and maintaining a database of more than one million registered horses.

Job Type

Able to work on-site, Greenwood Village, CO; Monday-Friday (this is NOT a remote position)

Full-time Salary Exempt

Pay: 75,000 annually

Expected hours: 40 per week

Travel: about 25% (may be gone for long periods of time while at horse shows)

Benefits: 401(k), 401(k) matching, Vision insurance, Dental insurance, Health insurance, Health savings account, Paid time off

Arabian Horse Association is an equal opportunity employer. Arabian Horse Association does not discriminate in employment with regard to race, color, religion, national origin, citizenship status, ancestry, age, sex (including sexual harassment), sexual orientation, marital status, physical or mental disability, military status or unfavorable discharge from military service or any other characteristic protected by law