13.10.2026 - Auslandshandelskammern

German American Chamber of Commerce of the Southern U.S., Inc. (GACC South) - Director – Membership & Events

- Not limited
- Fulltime
- Location: Atlanta

Apply now at Auslandshandelskammern

Apply now

https://german-american-chambers-of-commerce.breezy.hr/p/16ff8f3838a0-director-membership-events

The German American Chamber of Commerce of the Southern United States (GACC South) is a private, nonprofit organization and the official representative of German industry and trade in the Southern United States. GACC South promotes and supports bilateral trade and economic relations between Germany and the United States. GACC South is part of the global German Chambers Network, which includes approximately 150 German Chambers of Commerce Abroad (AHKs), delegations, and other offices in more than 90 countries.

The Director of Membership & Events leads GACC South's membership, events, and department communications functions and oversees a team of approximately 6-8 employees and interns across the Southeastern United States. This position plays a key role in strengthening GACC South's network and engagement within the German-American business community. The Director develops and executes strategies to attract, engage, and retain members, enhance membership benefits and services, grow sponsorship and event revenue, and deliver high-quality programs and events that create value for members and partners. The ideal candidate is an approachable and strategic leader with strong organizational, interpersonal, and communication skills. This individual is comfortable working with senior executives and external stakeholders and can confidently represent GACC South at professional events, conferences, and business functions in the U.S. and internationally.

About the position

Key Responsibilities

Department Strategy & Leadership

- Develop and implement the overall strategy for Membership, Events, and department communications in alignment with GACC South's organizational goals, priorities, and annual business plan.

- Establish departmental priorities, goals, and performance expectations.

- Lead day-to-day operations across the Membership, Events, and Communications functions.

Team Leadership & Development

• Lead, manage, and develop a team of approximately 6–8 employees and interns.

• Set priorities, delegate responsibilities, provide regular coaching and feedback, and support professional development.

• Foster a collaborative, service-oriented, and high-performing team environment.

Membership Strategy & Stakeholder Relations

• Drive member acquisition, engagement, retention, and revenue growth.

• Evaluate and continuously improve membership benefits, services, and engagement opportunities.

• Build and maintain strong relationships with members, prospective members, sponsors, partners, and key stakeholders.

• Identify opportunities to strengthen the value proposition and overall member experience.

Events Strategy & Management

• Oversee the development, planning, execution, and evaluation of GACC South's event portfolio.

• Ensure events and programs are relevant to members, aligned with organizational priorities, and delivered at a high professional standard.

• Oversee event budgets, partnerships, sponsorships, vendors, venues, and other external relationships.

• Identify opportunities to expand event participation, engagement, and revenue.

Communications, Marketing & Brand

• Provide strategic oversight of department communications and marketing activities.

• Oversee external communications, website content, newsletters, social media, marketing materials, and campaigns.

• Strengthen GACC South's visibility, brand presence, member engagement, and event participation.

• Ensure communications are consistent with GACC South's brand and organizational objectives.

Revenue, Sponsorship & Financial Management

• Develop and manage opportunities for membership, sponsorship, partnership, and event revenue.

• Establish and manage departmental budgets and revenue targets.

• Monitor financial performance and take appropriate action to meet departmental goals.

• Lead or oversee negotiations with sponsors, vendors, venues, and strategic partners.

Performance, Data & Systems

• Establish and monitor departmental KPIs and performance metrics.

• Oversee the effective use of CRM, membership, event management, digital marketing, and analytics platforms.

• Ensure data quality and accurate reporting to support informed decision-making and strategic planning.

Cross-Departmental & Regional Collaboration

• Collaborate with senior leadership, internal departments, regional teams, and local chapters.

• Support organization-wide priorities related to business development, workforce development, membership, events, and strategic growth.

• Coordinate initiatives across GACC South's regional network and ensure effective communication between teams.

External Representation

• Represent GACC South at events, meetings, conferences, member engagements, and other professional functions.

• Serve as an ambassador for GACC South and the German-American business community.

• Develop and maintain relationships with business leaders, executives, sponsors, partners, and other external stakeholders.

Recruitment & Onboarding

• Lead and support recruitment, selection, onboarding, and professional development for employees and interns within the department.

• Work with HR and leadership to ensure effective staffing and onboarding processes.

Processes & Continuous Improvement

• Develop and maintain departmental processes, guidelines, and best practices.

• Identify opportunities to improve efficiency, collaboration, service quality, and the overall member experience.

• Continuously evaluate departmental operations and implement improvements as needed.

Required qualifications

• Bachelor's degree in Marketing, Communications, Business Administration, International Business, or a related field; advanced degree is a plus.

• 7+ years of relevant professional experience in marketing, communications, membership, events, business development, or a related field, including at least 3 years of leadership or management experience.

• Proven experience developing and implementing strategies across multiple functional areas and leading and developing teams.

• Excellent communication, presentation, negotiation, and relationship management skills, with the ability to interact effectively with senior executives, members, sponsors, partners, and other stakeholders.

• Experience working with membership organizations, chambers of commerce, international business organizations, associations, or nonprofits is strongly preferred.

• Experience managing budgets, revenue targets, sponsorships, vendor relationships, and contract negotiations.

• Strong analytical and digital skills, including experience with KPIs, CRM systems, digital communications, analytics, and event or membership management platforms.

• Proficiency with Microsoft 365.

• Strong organizational skills, sound judgment, and the ability to independently manage multiple priorities and deadlines in a fast-paced, international environment.

• Fluency in English required; German fluency strongly preferred.

• Willingness to travel and attend events outside regular business hours as needed.

What we offer

Comprehensive health, dental, and vision insurance

• Employer-provided life insurance and short-term disability insurance

• Domestic partner coverage available

• 401(k) eligibility after 3 months, with up to a 3% employer match and an additional discretionary employer contribution of up to 3% annually for eligible employees

• 20 days of paid vacation in the first year, increasing with seniority

• 13 paid holidays

• 5 paid sick days

• 1 paid personal day

• Annual performance-based bonus

• Hybrid work schedule

• Professional development and training opportunities

• Opportunities to participate in GACC South events and programs

• Employer-paid monthly parking pass

Compensation

• Salary Range: $75,000–$80,000 per year, based on qualifications and experience.

We are looking forward to your application!