



OPPORTUNITY PROFILE

Chief Economic Development Officer



July 2019

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Colorado Spring Chamber & EDC – Chief Economic Development Officer

Colorado Springs Chamber & EDC

The Colorado Springs Chamber & Economic Development Corporation is the largest economic development, chamber of commerce, and business advocacy organization in southern Colorado. We work with industry leaders, educational institutions, government and community agencies, elected leaders, and a wide array of community professionals dedicated to developing economic prosperity for our region.

Founded in 1892, the Colorado Springs Chamber & EDC is an advocate for business and industry in Colorado Springs. With a focus on business development, defense development, workforce, networking, and public policy, the Chamber & EDC works to promote and maintain an economically diverse and inclusive business climate. The Chamber is an accredited member and one of the founders of the U.S. Chamber of Commerce (more than 120 years).

Companies of all kinds have discovered the distinctive benefits that come with doing business in the state's second-largest city. As the nation's most desirable place to live (U.S. News & World Report) and the fastest-growing city for millennials (Brookings Institution), Colorado Springs is experiencing a wave of business and industry development, new residents, and high-quality job growth. Competitively affordable, Colorado's second-largest city is rich with investment, talent, and experience, and embodies quintessential Colorado living, with elevated access to people, amenities and adventure.

Chief Economic Development Officer

The Chief Economic Development Officer is responsible for managing the Economic Development Division of a fast-paced, non-profit Chamber of Commerce and Economic Development Organization (Chamber & EDC) located in Colorado Springs. The Chief Economic Development Officer serves as the primary point of contact for economic development and assertively engages with site selectors, company executives, business owners, brokers, and public officials to encourage companies to locate or expand in the region.

The Chief Economic Development Officer's primary responsibilities include managing the Economic Development staff; developing, implementing, and directing economic development programs, including business retention, expansion, and attraction; and ensuring the Chamber & EDC is engaged in community-industry workforce initiatives. The Chief Economic Development Officer provides additional support of other programs of the Chamber & EDC, as directed by the Chief Executive Officer.

SPECIFIC RESPONSIBILITIES

- Develop and implement strategies to support local businesses to improve the local economy.
 - Create, enhance, and nurture relationships with senior executives of employers, with an emphasis on major and primary employers.



102 S. Tejon Street
Suite 430
Colorado Springs, CO 80903

APPLICATION PROCESS

For consideration, please submit letter of interest and résumé to Todd Jorgenson at

CSCEDC@jci-inc.net

www.jci-inc.net

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- Customer-driven response resolution: work closely with key community partners to address and resolve the issues that are raised by employers.
- Supervise issue resolution efforts identified through the business retention and expansion (BRE) program and collaborate with other entities to resolve these issues.
- Engage with the Chamber & EDC's Economic Development Advisory Council to gather market information, discuss projects, and identify important industry issues and policy suggestions to Chamber & EDC staff, the Chamber & EDC Board of Directors, or community partners.
- Oversee the development and implementation of strategies for recruiting employers to the Colorado Springs region, with an emphasis on major and primary employers.
 - Assess, advance, and implement feasible recommendations in the Winning in Colorado Springs and El Paso County strategic plan.
 - Participate in company visits, industry, and trade shows and conferences to build presence and relationships with site selectors, industry leaders, and company executives.
 - Oversee the development and maintenance of relationships with site selection consultants, prospects, local business owners, and key stakeholders and members.
- Oversee the development and implementation of strategies for workforce initiatives, identifying the role the Chamber & EDC can play, to help provide local employers with labor force for their current and future needs.
 - Ensure engagement with local employers to understand their needs.
 - Ensure engagement with educators, the Workforce Center, and other entities to convey employers' needs to work together to implement solutions.
- Engage with regional partners – El Paso County, municipalities, Colorado Springs Utilities, Colorado Springs Airport, Regional Building Department, and other community agencies – on target industry prospects, initiatives, and programs.
- Engage with the Colorado Office of Economic Development and International Trade on target industry prospects, incentives, initiatives, and programs.
- Engage with community partners to support local entrepreneurs, with resources, education, and business community culture.
- Provide regular reports to the Board and other stakeholder groups on the programs and results of the Economic Development Division.
- Represent the Chamber & EDC to members, business leaders, elected officials, community leaders, and the public. Maintain and nurture relationships with Chamber & EDC members and partner organizations. Maintain an active awareness and knowledge of broad community issues.

Other Duties/Responsibilities

- Develop, propose, and manage the annual budget and work plan for the Economic Development Division.
- Lead and manage Economic Development staff, including all aspects from hiring to performing reviews to taking corrective actions.
- Serve as a member of the CEO's Senior Team to discuss, advise, support company actions, policies, and strategies.
- Work with the Membership and Events team to encourage businesses to become members of the Chamber & EDC.
- Participate in community events to represent or promote the Chamber & EDC, the business community, and/or the community at-large.

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The Person

KNOWLEDGE AND EXPERIENCE

- Has articulated a clear vision for economic development and success in previous organizations in advancing results with outstanding outcomes in attracting jobs and capital investment.
- Experience and knowledge of the national economic development structures that play large roles in the attraction of jobs and capital investment – site consultants, trade organizations, etc.
- Marketing experience in developing an effective story and case for investment regarding a city/region, and success developing and executing the plan to achieve goals and objectives for economic expansion.
- Experience developing and maintaining excellent working relationships with state and local elected officials.
- Understanding the methodology of strategizing successful programs for economic development, government affairs, education, and community initiatives.
- The ideal candidate must continue to build, strengthen, and energize a high-performance staff that can successfully implement and manage current and future initiatives while providing a collaborative and empowering environment.
- Professional experience with public relations, media relations, and public speaking.
- Successful experience forging productive alliances across private, public, and governmental sectors and leading public/private partnerships.

PERSONAL TRAITS

- A high level of personal integrity and solid values reflected in both professional and personal encounters.
- Demonstrated ability to motivate and inspire others to achieve mutually beneficial relationships and partnerships while ensuring the highest performance standards.
- A skilled listener who is able to build and sustain open, objective, and mutually productive relationships and partnership.
- Bright and creative, a leader who is capable of soliciting and managing multiple, diverse, and conflicting points of view in order to create consensus and direction.
- Possess a disciplined thought process and a decisive manner, combined with a high degree of energy, engagement, and enthusiasm that can be communicated and instilled throughout the organization.
- Proven ability to execute a complex, multi-faceted plan, build and sustain momentum, persevere, and stay the course, and maintain active and on-going stakeholder engagement and communication.

EDUCATION AND EXPERIENCE

College degree or equivalent experience required. Prefer candidate with advanced degree in business, economic development, public policy, or similar subjects.

A minimum of ten years' experience in economic development and/or private industry.

A minimum of five years of direct supervisory experience managing a team of professionals.

COMPENSATION

Salary will be competitive and commensurate with experience and qualifications.

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SELECTION PROCESS

Candidates for this position will be evaluated by Jorgenson Consulting. Only a limited number of the most highly qualified applicants meeting the requirements will be invited to participate in the interview process. For consideration, please submit a letter of interest and résumé to CSCEDC@jci-inc.net

REFERENCES AND BACKGROUND INFORMATION

There will be an extensive background and reference check of candidates. Once strong mutual interest has been established, candidates are asked to provide a list of references that should include, but not be limited to, a supervisor, a peer, a development client and a subordinate, as applicable. Candidates will be asked to sign an authorization to release information for the purpose of the background investigation, which may include verification of education, credit check, criminal and driving records. Should an offer be extended prior to the completion of these checks, the offer will be made contingent on the successful completion of the reference and background checks.