EXECUTIVE DIRECTOR
RACINE COUNTY ECONOMIC DEVELOPMENT CORPORATION
RACINE COUNTY, WISCONSIN

What an opportunity! The Racine County Economic Development Corporation (RCEDC) is seeking an experienced, dynamic and collaborative Executive Director to ensure the vitality of Racine County by working with business partners to support innovation and creativity that leads to business investment. The Executive Director (ED) will report to a 9-member Executive Committee of the 28-member Board.

You will be supported by an experienced and dedicated 16 person staff in providing top quality economic development services to the communities through business development strategies including recruitment, retention, expansion, entrepreneurship, finance and community development. The Corporation and the staff have an outstanding reputation for employing continuous learning principles to adopt and share cutting edge technology with their community development partners.

Position Overview

- The ED is the lead staff person responsible for working with the Board of Directors, Executive Committee and all other permanent and ad hoc Committees in developing and implementing the economic development policies and annual work program of the RCEDC.
- The ED, in conjunction with the Board and Executive Committee, develops and utilizes an annual budget to manage the financial affairs of the RCEDC (2013 budget of $1.6 million).
- The ED is responsible for managing the Business Development Division and specifically responsible for business recruitment as defined in the Jobs for Racine County work program.
- The ED is responsible for working with the Business Manager relative to the administrative activities within the RCEDC ensuring a fiscally responsible organization.

Expectations

- Work with the Board of Directors, Executive Committee, staff and partner organizations in developing and implementing the strategic vision of the organization as reflected in the Racine County Economic Development Plan (EDP).
- Meet with businesses and/or their representatives (site selectors, developers, brokers) to determine their issues and needs, and assist them in determining appropriate resources while ensuring that all appropriate partner organizations are consulted.
- Assist in the ongoing development of the Jobs for Racine County business development program objectives, identifying appropriate services and tactics to advance the economic development opportunities for Racine County.
- Participate in pro-actively identifying regional, national and global business prospects through multiple marketing venues to generate viable recruitment prospects for Racine County.
- Serve on local, regional, state and National Boards, Committees and Advisory Groups that further the vision and mission of the RCEDC as reflected in the Racine County EDP.
- Work with Racine County and local units of government to ensure that their best economic development interests are reflected in the policies and programs of the RCEDC.

Skills and Abilities

- Ability to manage multiple projects requiring specific deadlines that may result in a high stress environment.
- Drive for results with demonstrated and progressive record of moving projects to completion and achieving desired outcomes.
- Ability to work independently and effectively analyze and problem solve issues, and exercise good judgment in making a variety of decisions.
- Knowledge of current business practices and future trends; ability to understand financial statements.
- Proven oral and written communication skills with an emphasis on effective interpersonal skills to work with varying levels of professionals, such as public officials, financial professionals, state and federal employees, board members, staff, and business owners.

Competencies

**Leadership Presence** - Displays confidence and knowledge, while remaining approachable in a variety of business situations.


**Relationships and Teaming** - Effectively build relationships with individuals and teams across the organization by being inclusive, considerate and responsive to the needs of others; by communicating effectively, collaborating with others, and sharing resources; and by being receptive to feedback.

Experience

- Seven to ten years experience in economic development, with three to five years management experience.
- Working knowledge of local, state and federal economic development programs, principles and practices.
- Economic Development Expertise - Demonstrate experience and understand the principles and general trends within the economic, finance, workforce and community development industry.
- Speak the industry language to stakeholders.

Education and Certifications

- Bachelor’s degree required and Master’s degree preferred in an appropriate field as determined by the Executive Committee.
• Training and/or certification by the IEDC and National Development Council.

Compensation and Benefits

Competitive compensation package commensurate with experience and education.

Additional Information

Information on Racine County, WI is available on this website and at www.RealRacine.com.

Apply Now

The RCEDC is an Equal Opportunity Employer and is dedicated to a policy of non-discrimination. To be considered for this position, submit your resume and a cover letter expressing your interest and qualifications for the position. Letters should be addressed to Tom Shinners, Chairman, Search Committee, 2320 Renaissance Blvd., Sturtevant, WI 53177 or emailed to TShinners@RacineCountyEDC.org and received no later than February 17, 2014.

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