

ColumbusChamber

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Vice President, Existing Business Services Columbus Chamber, Ohio

Summary

The Columbus Chamber is a 2,500-member business organization that supports businesses in the eight-county Columbus Region.

The organization, in collaboration with Columbus2020!, a regional public-private partnership focused on economic development, has developed a new economic development strategy to retain and expand businesses in the region. This new, cutting-edge strategy will position the Columbus Region as a leader in economic development.

The Vice President of Existing Business will lead implementation of this new existing business program. The position interfaces with CEOs and other corporate, government, and community leaders and provides oversight of hands-on project management and assistance for companies interested in expanding in the region. The VP will direct the work of client service representatives.

The successful candidate will demonstrate strong analytical, communication, organizational and managerial skills.

Representative Duties and Responsibilities

- Direct research to identify companies with growth potential and those at risk of leaving or downsizing
- Oversee development of a detailed, research-based database of information about existing employers
- Conduct and manage a team to complete comprehensive executive interviews with High Impact, Renaissance, and Enabler companies
- Engage regional economic development practitioners and allies; create a working group focused on existing business roles and opportunities to coordinate service delivery and creation of new services
- Engage and manage multi-agency team of professionals who can identify companies in transition and respond to issues that could inhibit long-term success
- Create a structured, managed referral network to solve problems for companies experiencing difficulties; remove obstacles to growth identified by employers
- Work with Chamber's marketing team to develop a strategy that increases inquiries and requests for support

- Partner with the Chamber's advocacy team to facilitate meetings with elected officials and governmental partners
- Establish a procedure for developing problem-specific proposals for services to address client challenges
- Develop and manage Existing Business Budget
- Manage Existing Business team

Requirements

- Experience interacting with CEOs and other corporate, government, and community leadership
- Self starting, energetic, and action-oriented manager with a history of increasing responsibility and challenge
- Self-directed individual with strong ability to manage ambiguity and adapt readily and easily to changes in priorities and business conditions in a highly-visible team environment
- Strong oral, written and interpersonal communication skills; able to build positive relationships in the community, and motivate volunteers and public sector partners
- Bachelor's degree or higher with a preferred background in economic development, business, marketing, sales, or economics
- Strong analytical, organizational, and problem solving skills
- Ability to meet deadlines

Qualifications

- Minimum of 5-plus years of managerial experience
- B.S. or MBA
- Economic development experience a plus
- Work within a customer service environment a plus
- Microsoft Share Point, Excel, Word, Outlook, and PowerPoint and general computer proficiency
- Valid driver's license: local travel required

Compensation: Commensurate with experience

Apply: Submit qualifications to jobs@columbus.org by June 30, 2010.
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