



### **Economic Development President will be responsible for:**

- Setting the vision and direction for Saratoga Economic Development Corporation (SEDC) that positions Saratoga as a regional, national, and international world-class business location that fosters innovation, competitiveness, and resiliency.
- Providing support and resources to new and existing businesses, including small business owners and entrepreneurs, and balancing divergent needs.
- Collaborating with the Board of Directors, Saratoga County Economic Development Committee, all srIDAs in Saratoga County and all of the local government planning committees to ensure that important existing business infrastructure elements vital to business sustainability and expansion are maintained and improved.
- Mentoring and facilitating professional development, fostering a work environment that encourages team collaboration and motivates individuals to excel in their areas of responsibility and directing efforts to coach, mentor and develop staff.
- Providing guidance and policy recommendations to SEDC's Board of Directors and local elected officials to ensure that economic development goals and strategic initiatives are achieved.
- Developing close, productive working relationships with the business community to attract and retain business, and developing private, public, and academic sector partnerships at all levels.
- Developing and implementing marketing programs for business attraction strategies, to initiate efforts aimed at reducing vacancy rates and expanding the County's supply of commercial, and industrial sites, and buildings.
- Encouraging collaboration with the Economic Development Agencies and Chambers of Commerce on business and related issues.

### **THE IDEAL CANDIDATE**

The President is appointed by SEDC's Board of Directors. The successful candidate will have strong leadership skills and maintain the respect of his/her peers and the community. A successful candidate will be inspiring and an experienced executive with an understanding of the complexities and challenges of the interplay between



businesses and government. The successful candidate will also have the ability to demonstrate a strong record of achievement in the following areas:

- Prior results in the areas of economic development, planning, real estate development with the private and public sectors.
- Understanding the role of Economic Development within the total scope of state and local government services.
- Familiarity with regional infrastructure planning such as gas, electric and water.
- Building strong relationships through collaboration and innovation with staff, federal, state, and regional entities, appointed commissions, business improvement districts (BIDs), professional and trade organizations, citizen advocacy groups, elected officials, and the media.
- Improving and enhancing economic development processes and systems to support business and real estate development.
- Using metrics and research to drive the direction of economic development and real estate programs.

## **BACKGROUND**

SEDC is a private sector led, politically neutral, non-profit consulting firm established in 1978. We work to Promote, Retain and *Grow* Saratoga County, New York.

SEDC is the first point of contact for confidential business development and site selection in Saratoga County, New York. Our mission is to create jobs and diversify the tax base while improving the quality of life for residents through the retention of existing businesses, attraction of new, complementary industry and improving our product – Saratoga County, New York.

## **THE COMMUNITY**

Saratoga County is an excellent place to live, work and visit with its friendly people, thriving tourism, and one of the lowest county tax rates in the state. There is a diverse economy that ranges from GlobalFoundries, the largest high-tech economic development project in the country, to thriving family farms. There are also cultural venues, excellent schools and colleges along with trails, parks and recreation programs that make Saratoga County a great place to call home.



## Selection Criteria

The successful candidate will have a bachelor's degree in business administration, economics, finance, marketing, planning, or related field; and experience in dealings with government, community leaders and:

- Economic and real estate or community development, and/or redevelopment on a regional, national, and international basis.
- Leading others in developing strategies and business investment initiatives.

Preferred candidates will also have:

- A Master's Degree in business administration, economics, finance, marketing, planning, urban studies, or related field.
- A demonstrated understanding of the Capital Region's businesses and geographic diversity.

## Special Requirements

Please attach a **resume** and **cover letter** describing why you are interested in the position and some detail of your experience and accomplishments in the following areas:

- (1) Encouraging business growth;
- (2) Overseeing or directing initiatives that had significant impacts on your community; and
- (3) Developing regional partnerships.

A comprehensive reference/background check must be completed, and employment will be contingent upon successful completion.

## Additional Information

This recruitment is open until filled with a preferred filling date of **November 15, 2022**. Applications submitted by October 3rd will receive first consideration. If your application is received later in the recruitment process, it may not be reviewed or considered.