Our Mission
To improve and enhance South County's bi-national economy, image and quality of life; and to heighten public awareness of Southern California's most desirable location to live, work and dream.

Our Story
South County plays a critical role in the future growth and prosperity of the greater San Diego area. With affordable housing options, high-paying jobs, and connectivity within the Cali Baja Bi-National Mega-Region, South County has positioned itself as a key economic driver. As South County continues to grow its population (currently over 500,000 residents and projected to reach approximately 600,000 by 2025), workforce, educational and housing offerings, the subregion will remain a desirable and affordable place to work, live, and conduct business.

The South County Economic Development Council (South County EDC or SCEDC) is a non-profit organization formed in 1989 by a group of South San Diego County business and community leaders, to promote education and encourage economic development in the South San Diego County Region. Our member cities include Chula Vista, Coronado, Imperial Beach, National City, San Diego, the County of San Diego, and the Port of San Diego. We also work with our partners in the northern portion of Baja California in the cities of Mexicali, Tijuana, Tecate, Rosarito and Ensenada.

Our focus is to:

- Encourage investment.
- Promote diversified residential and overall business development.
- Publicize the cultural, educational, social, and geographical opportunities of the area.
- Serve as an advocate for the area's public and private interests.
- Promote understanding and nurture bi-national business growth.

To learn more, please visit: www.southcountyedc.com

Position Summary
After 15 years of outstanding service with the South County EDC, our CEO has announced her retirement for early 2020. As we look to the next chapter of our organization’s history, we seek an innovative leader who will embrace and build upon this legacy. Reporting to our Board of Directors, the new CEO will assume responsibility for all areas of our programs and activities, including managing a team of 3 full-
time staff, plus a dedicated cohort of capable interns, and an operating budget of approximately $750,000. The SCEDC CEO is a leading advocate for our region, forging innovative partnerships with private and public sector stakeholders, working closely with elected officials and backing key initiatives to move our region forward.

Primary responsibilities and focus allocations for this position are:

- Business attraction and retention
- Management and administration
- Marketing, advocacy and government relations
- Strategy and implementation
- Fundraising
- Grants and contracts management and development

**Duties & Responsibilities**

- Focus on membership development, including recruitment and retention.
- Pursue and develop a diversified portfolio of funding sources.
- Oversee deliverables across SCEDC’s grants and contracts portfolio
- Develop and facilitate strategic planning for the organization
- Manage staff and provide staff development
- Review organizational structure and present recommendations to the Board.
- Plan and execute major events, meetings and forums.
- Develop strategies for connecting residents with quality employment options in the South Bay.
- Champion major projects and job creation activities.
- Position the South County as an innovation and new business hub.
- Advocate for actions or improvements that enhance the flow of commerce and reduce border wait times.
- Actively market the region to encourage and promote investment.
- Support higher education opportunities in the South County.
- Plan for a potential economic slowdown from a programmatic and organizational perspective.
- Develop economic strategies for the South County Region.
- Identify opportunities that encourage investment and employment for the region.
- Be an advocate for South County’s regional transportation needs.

**Required Experience, Skills & Abilities**

- Bachelor’s degree required; master’s degree preferred; experience ratio 2 to 1
- 5+ years’ experience in a leadership capacity with organizations focused on local, regional, and or/state economic development.
- Experience working within and across the South County region highly desirable, with a deep understanding of the local history and environment.
- Understanding and appreciation for the complexities and opportunities of a binational region.
- Proven ability to create lasting and impactful cross-sector relationships/partnerships with a wide array of organizations in business, government, academia, nonprofit services, funders and community organizations.
• A successful track record in growing and diversifying funding sources such as individual giving, events, grants, contracts and other partnerships.
• Skilled at managing multiple priorities, meeting deadlines, adjusting to shifting priorities, and demonstrating confidence when working with diverse stakeholders.
• Experience working with a board of community leaders, including reporting, advising and board member recruitment.
• Ability to engage staff and develop each team member to their fullest potential.
• Prior experience creating work environments that are inclusive, productive, and healthy.
• Exceptionally well-developed written and oral communication skills including listening and the ability to connect with and inspire a wide range of partners and stakeholders.
• Ability to drive innovative marketing and communications strategies to build awareness and highlight SCEDC’s impact in the community.
• Excellent public speaking and presentation skills with the ability to passionately and effectively tell our story and inspire others to action; must enjoy public events.
• Solid business acumen including budgeting, reporting, operations, and marketing.
• Experience managing strategic planning, financial forecasting, budgets, and oversight.
• Experience ensuring organizational compliance with federal, state, and local regulations, standards and best practices.
• Bilingual Spanish helpful but not required.

Leadership Attributes
• Tenacious and determined individual who overcomes obstacles and perseveres in the wake of setbacks.
• Visionary and forward-thinking with a track record of pursuing and executing opportunities that drive long-term goals and yield lasting impact.
• Skilled at creating meaningful relationships with people across the community.
• Possesses strong character and a high level of emotional intelligence.
• Consensus builder and natural connector who can bring the right people and resources together to effect change.
• Astute networker who collaborates with elected officials and political entities for the common good, but effectively keeps the organization from getting pulled into political entanglements.
• Empowers and develops the staff, providing growth opportunities for team members, yet remains hands-on with daily business operations as required.
• Acts with humility, self-awareness, and unyielding ethical standards.
• Receptive to feedback and gathers input from various stakeholders yet able to draw boundaries where appropriate and tactfully defend them.
• Possesses a growth mindset; constantly seeks ways to improve and innovate.
• A strong tolerance for ambiguity; comfortable taking and managing risks.

For more information or to apply, please contact:
Trevor Blair, Principal trevor@blairsearchpartners.com
Blair Search Partners: 550 West B Street, Fourth Floor, San Diego, CA 92101