Position: Director of Consulting Services

Salary: $110,600-184,400

At RSG, we are proud of our 40-year legacy serving disadvantaged populations through our community development practices. In partnership with over 100 public and private sector clients, RSG’s economic development, fiscal, and local government services are in high demand. We require top talent in the industry to assist our growth and continue to meet the challenges of the day.

RSG is seeking a qualified and experienced professional to help lead and deliver transformative projects in the fields of economic development, local community development, and fiscal resiliency in underserved communities throughout California.

The ideal candidate would bring dynamic expertise, creativity, and vision to deliver solutions to our client communities. This candidate would work closely with the Principals, assisting them in leading our next generation of RSG’s driven, passionate and intelligent team.

Candidates must possess a minimum of 15 years of direct and progressive experience in economic development, real estate or fiscal projects from both public and private sector organizations.

We seek a thought leader who has a strong and demonstrated record of creative problem solving, stakeholder engagement, facilitation of best-in-practice solutions, and leadership skills.

We seek to maintain a richly diverse and qualified team of community leaders, who are passionate about working in various communities. We are driven to learn from each other’s professional and personal life experiences.

About RSG:

RSG is a creatively charged counterpart to California public agencies. We work with the people responsible for creating vibrant places, and propel them toward their goals. The inspired leaders at RSG create stronger communities capable of achieving bolder futures by bringing their more than three decades of native knowledge to each engagement. As diverse as the agencies we work with, our services span real estate, economic development, fiscal health, and housing initiatives. RSG sets the pace by raising the physical, economic, and social capital of local communities.

At RSG we:
- Craft sincere relationships
- Only see opportunities
- Are driven by determination
- Value the wisdom of our clients
- Make investments in ourselves
Application Requirements

Applications are due no later than 5pm on Thursday, October 1, 2020. Only electronic submissions to jobs@webrsg.com by October 1 are acceptable. Please include a cover letter describing your qualifications, current resume, and three references.

If you have any questions, or need clarifications about the recruitment process, please call Crystal Mattingly at 714-316-2100.

Job Qualifications

BA/BS required, Master’s Degree preferred, and a minimum of 15 years work experience regularly leveraging client/network relationships to innovate project work/services identifies and strategizes with partners on industry trends and new areas of business for RSG

As a Director, we expect the candidate to promote overall corporate and organizational well-being, ethical behavior and practices, and a balanced work-pace and lifestyle, with professionalism, openness and friendliness. This position requires humility, and teachability, while maintaining the heart of a guiding mentor.

Skills

For this role, we are looking for proven skills in the following areas:
- A custodian of industry
- A master public speaker that excels in client presentation
- Someone who thrives establishing organizational health
- A proven ability to successfully market services and retain clients
- A “go first” attitude, leading their team by example
- A team player, with the ability to work successfully with all staff, partners, and clients
- Superb analytic and writing skills

Key Tasks

- Independent marketing and business development
- Analysis and document oversight, review, and preparation
- Mentoring/Training staff and employee reviews
- Client billing management
- Project scheduling, prioritizing and management
- Data analysis
- Report writing
- Excel spreadsheet preparation

Consulting

- Obtaining new clients and product lines
- Policy development, communication and implementation
- Oversee designated area of corporate structure responsibility
- Participate in planning for corporate growth and organization
- Model a commitment to sound research, analysis, and communication