



**SENIOR
ECONOMIC
DEVELOPMENT
AND
MARKETING
SPECIALIST**





THE COMMUNITY

Sacramento County covers 984 square miles and is home to the California state capital, 1.5 million residents, and seven incorporated cities: Citrus Heights, Elk Grove, Folsom, Galt, Isleton, Rancho Cordova, and Sacramento. The population of Sacramento County's unincorporated area is approximately 600,000.

Residents in Sacramento County have a variety of recreational, dining and entertainment options to choose from. The County is home to more than 15,000 acres of park, plus the 23-mile American River Parkway, where more than five million visitors enjoy the unique wildlife and recreation area annually. Fishing, boating and rafting opportunities are available to water enthusiasts, and picnic sites, golfing, guided natural and historic tours are steps away from the multi-use trail. With its close vicinity to local agriculture, County residents also have an extraordinary selection of local food, wines and beers.

Sacramento County is a metropolitan area with a skilled workforce, high graduation rates and college-educated residents. The County is a leader in the 21st century economy with growing advanced manufacturing, agriculture and food, clean energy technology, information and communications technology and life sciences.

COUNTY GOVERNMENT

The County of Sacramento was incorporated in 1850 in response to the needs of a growing population and was one of the original 27 counties of California. In 1933, the Sacramento County Charter was established, along with the County Executive position.

The County is governed by five members of the Sacramento County Board of Supervisors, elected on a non-partisan basis to serve staggered four-year terms, each representing one of the five districts. The County Executive is responsible to the Board for planning, organizing and directing County activities. Other elected officials include the Assessor, District Attorney and the Sheriff.

In 1972, an amendment to the County Charter was implemented to organize the County on an agency basis for more effective administration of functions for which the County Executive is responsible to the Board of Supervisors. Approved by the electorate, the amendment established agency heads to groups of County Departments. The four agencies within the County, which report to the County Executive, are Administrative Services, Community Services, Public Safety & Justice, and Health and Human Services. Sacramento County has more than 30 departments and offices that provide services to County residents.

The County is responsible, pursuant to the County Charter or ordinances, or by state or federal mandate, to provide health and welfare, criminal justice and municipal services (including law enforcement), as well as other services to County residents. Major services include the Airport System, Animal Care Services, Clerk Recorder, Criminal Justice, Health and Welfare, Property Tax System, Regional Parks, Transportation, Waste Management and Recycling, Voter Registration and Water Resources.

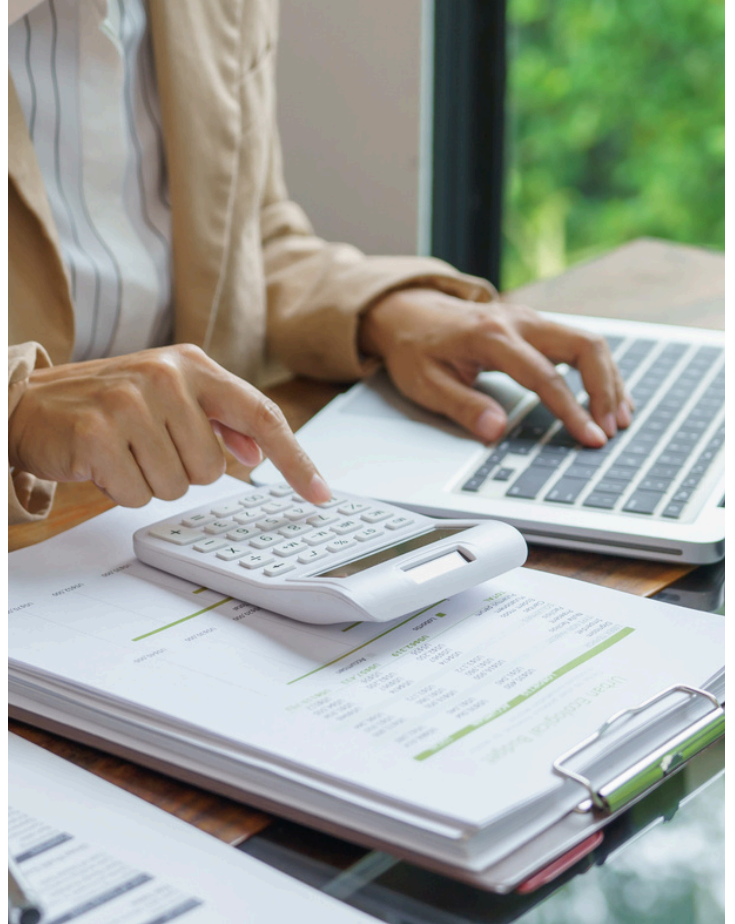
The County's Approved Fiscal Year (FY) 2025-26 Budget is approximately \$9.2 billion, and there are more than 12,800 full-time employee positions.

THE DEPARTMENT

As part of the Community Services Agency, the Department of Community Development is a multi-disciplinary office providing a range of development services to citizens, appointed boards, and commissions. The Department of Community Development ensures that all development is consistent with State Law and Building Codes. We work together to protect life and property, while improving quality of life and the environment. The Department of Community Development is comprised of the following divisions: Administrative Services; Planning and Environmental Review; Building, Permits, and Inspection; County Engineering; Code Enforcement; Construction Management and Inspection

THE POSITION

Under general direction from the Development Manager, the Senior Economic Development and Marketing Specialist, working as a Development Program Manager (DPM) within Sacramento County Community Development's Development Services Division, serves as the lead coordinator and single point of contact for major, high-impact development projects that deliver substantial community benefit. The role provides advanced-level professional project leadership without full supervisory authority and is responsible for guiding complex projects through entitlement and permitting processes from early planning through approvals.



The DPM coordinates across County departments, technical subject-matter experts, and external partners to streamline development review, resolve issues, and maintain regulatory compliance. Core duties include facilitating interdepartmental coordination, establishing project goals and milestones, preparing preliminary permit and fee estimates, supporting resolution of Conditions of Approval, and convening problem-solving meetings with agencies and design professionals. The position also plays a key role in stakeholder engagement and continuous process improvement, collecting feedback, supporting executive leadership initiatives to improve development review systems, and conducting post-project evaluations to strengthen efficiency and customer service outcomes.

MINIMUM QUALIFICATIONS

1a. Three years of full-time, paid, demonstrated experience, in economic development, redevelopment or community development, business assistance, commercial development, public and/or private finance or workforce development;

AND

1b. A Bachelor's Degree or above from an accredited four-year college or university. A Master's Degree or other graduate degree is desirable.

THE IDEAL CANDIDATE

The ideal applicant is a customer-focused development facilitator and project leader with demonstrated success navigating complex, multi-agency development projects in a government or highly regulated environment. They bring strong end-to-end knowledge of planning, entitlement, permitting, and interdepartmental review workflows, and are skilled at moving large, complex projects from pre-entitlement through construction and occupancy.

Top candidates demonstrate the ability to manage multiple high-value projects simultaneously, establish clear milestones and critical paths, anticipate bottlenecks, and proactively remove barriers. They are recognized as bridge-builders and consensus-drivers, forming productive public-private partnerships and aligning diverse stakeholders toward practical, compliant solutions.

The strongest applicants show exceptional customer service, communication, and facilitation skills; high ownership and accountability; and a track record of process improvement tied to development review efficiency. Technical strengths include working knowledge of zoning and land use frameworks, permitting systems, environmental and interagency coordination requirements, and impact fee structures. Experience supporting executive-level process improvement initiatives and handling projects tied to major County priorities — such as high-investment commercial projects, hospitality/TOT generators, or housing addressing homelessness — is highly valued.



COMPENSATION



The County of Sacramento offers an excellent compensation and benefits program. The salary range for this position is **\$129,664.80 - \$142,994.48 annually**.

The attractive benefits program includes:

- **Retirement** – The County’s defined-benefit pension plan is provided by the County Employees’ Retirement Law of 1937 and is managed by the Sacramento County Employees’ Retirement System (SCERS) Board of Retirement.
- **Medical Insurance** – Choice of HMO and High Deductible Health Plans (HDHP), including Kaiser, Sutter, and Western Health Advantage.
- **Dental Insurance** – Includes 100% of the dental plan premium for the employee and eligible dependents.
- **Life Insurance** – \$18,000 in life insurance coverage for the employee and \$2,000 for all eligible dependents. Employees have the option to purchase additional life insurance coverage.
- **Deferred Compensation** – A Deferred Compensation Program is available through the County 457(b) Deferred Compensation Plan. For each 1% contribution made by the employee to the 457(b) Deferred Compensation, up to a total of 3%, the County will provide a corresponding percentage match into a 401(a) plan for the pay period.
- **Holidays** – 14.5 paid holidays per year.
- **Vacation** – Two to five weeks (based upon the length of service) of paid vacation.
- **Sick Leave** – 15 days per year with unlimited accumulation, converted to service credit upon retirement.
- **Flexible Spending Accounts** – Employees may set aside funds on a pre-tax basis to pay for eligible medical and/or dependent care expenses.
- **Other Benefits** - The County Contributes into a Retiree Health Savings Plan. After 10 years of County service, employee are eligible for 4% longevity pay.

HOW TO APPLY

To be considered for this incredible opportunity, applicants must complete and submit an online County of Sacramento employment application and supplemental questionnaire via the County’s job site, at www.saccountyjobs.net.

For immediate consideration for this excellent opportunity, please submit your application by **THURSDAY, MARCH 26, 2026**. The final cut-off date is **THURSDAY, APRIL 9, 2026 at 5:00PM** Please refer to the job announcement for additional filing dates. The most qualified candidates will be invited to participate in the interview and selection process. 1st round interviews are tentatively scheduled for the week of **May 4, 2026**, and 2nd round interviews are tentatively scheduled for the week of **MAY 11, 2026**. The target start date for the new hire is **Mid to Late June 2026**.

Following the establishment of the eligible list, as vacancies become available the most qualified candidates will be invited to participate in the interview and selection process.

If you have questions and for additional information about this position, please contact the Recruitment and Talent Acquisition Team at DPS-Recruitment@saccounty.gov.

Sacramento County is about enriching communities to thrive. We strive to create inclusive workplaces that reflect the communities we serve. We value and celebrate the unique perspectives, backgrounds, abilities, and diverse dimensions of our employees and residents. Through transparency, courage, innovation, and trust we are committed to advance equity and transformational change.

We are a proud equal opportunity employer. If you need assistance or an accommodation due to a disability for any phase of the hiring process, please contact our Disability Compliance Office at dco@saccounty.gov or 916-874-7642, CA Relay 711.