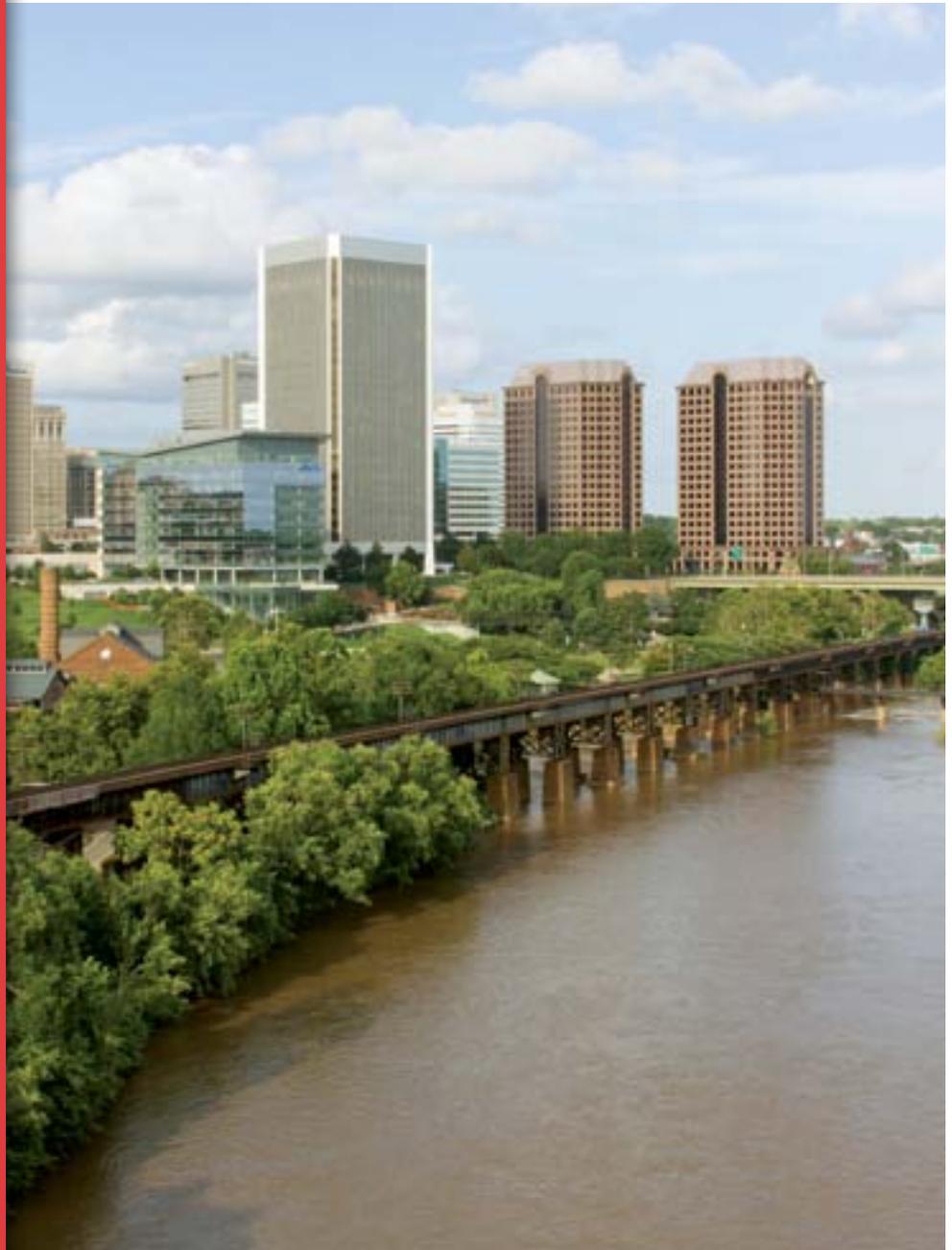




The Greater Richmond Partnership, Inc.

announces the recruitment for the position of

President/Chief Executive Officer



grpva.com
Greater Richmond Partnership, Inc.

901 East Byrd Street
Suite 801
Richmond, Va. 23219-4070

Be a part of the regional economic development group representing the City of Richmond and the Counties of Chesterfield, Hanover and Henrico.



The Community

Greater Richmond, Va., is located at the midpoint on the East Coast, halfway between New England and Florida.

Virginia is strategically located at the center of the East Coast economic corridor. Road and rail links are excellent with New York (288 miles), Atlanta (469 miles) and Boston (477 miles). The nation's capital, Washington DC, is adjacent to Virginia's north east corner. Richmond, Virginia's state capital, is only 98 miles due south of DC (two hour drive).

The Greater Richmond region includes the City of Richmond, and the vibrant counties of Chesterfield, Hanover, and Henrico. Greater Richmond is part of the Richmond Metropolitan Statistical Area (MSA) that consists of 16 counties and four cities and covers approximately 5,700 square miles (14,800 km).

The growing Richmond metropolitan area has a population of 1.3 million and Virginia has a population of 7.8 million.



The City of Richmond

The City of Richmond is the capital of the Commonwealth of Virginia and has a population of 214,114.

Richmond is the home of the Fifth District Federal Reserve, the Fourth Circuit U.S. Court of Appeals and Virginia Commonwealth University, one of the state's largest universities. The present city was founded in 1737 and incorporated as an independent city in 1782.

Located on the James River, Richmond has a total land area of 62.5 square miles and is bounded by Chesterfield and Henrico counties.



County of Chesterfield

Chesterfield County is a thriving suburban community with a population of 328,000.

The county's Henricus Historical Park commemorates the Citie of Henricus, the second oldest English speaking settlement in the New World, established in 1611.

Situated between the James and Appomattox Rivers, the county has a land area of 446 square miles. Chesterfield was settled on May 25, 1749 and is bounded by the cities of Richmond, Petersburg, Hopewell and Colonial Heights and four counties.



County of Hanover

Hanover County is a vibrant rural and suburban locality with a population of 104,124 and a land area of 471 square miles.

Hanover includes the incorporated Town of Ashland and is the home of Randolph-Macon College and of the renowned Hanover Tomato.

The county is located between the Chickahominy and Pamunkey Rivers, approximately 12 miles north of Richmond, and is bordered by Henrico, Caroline, King William, New Kent, Goochland, Spotsylvania and Louisa counties.



County of Henrico

Henrico County is a dynamic suburban county with a population of 321,374. It is the location of Richmond International Airport and of Richmond International Raceway, which hosts NASCAR races twice a year.

Henrico was established in 1634 as one of the eight original shires or counties of Virginia and named for Henry, Prince of Wales, the eldest son of King James I of England.

The county has a total land area of 245 square miles and is bordered by the City of Richmond and by Chesterfield, Hanover, Charles City, Goochland and New Kent counties.

Our Organization

The Greater Richmond Partnership, Inc. is an economic development team representing the counties of Chesterfield, Hanover, Henrico, and the City of Richmond, Va.

The Partnership offers site location assistance and other services to domestic and foreign companies planning new or expanded facilities. It is a single point of contact to the network of private sector and state and local government professionals that supports a company's facility location decision. The Partnership has two main work activities:

- Business Attraction & Regional Marketing
- Business Retention & Expansion

The Partnership is organized as a public-private, not-for-profit corporation funded jointly by the four local governments and approximately 150 area businesses.

The partnership staff has a total of more than 150 years of economic and community development experience. Services are provided at no cost to the company and with complete confidentiality.

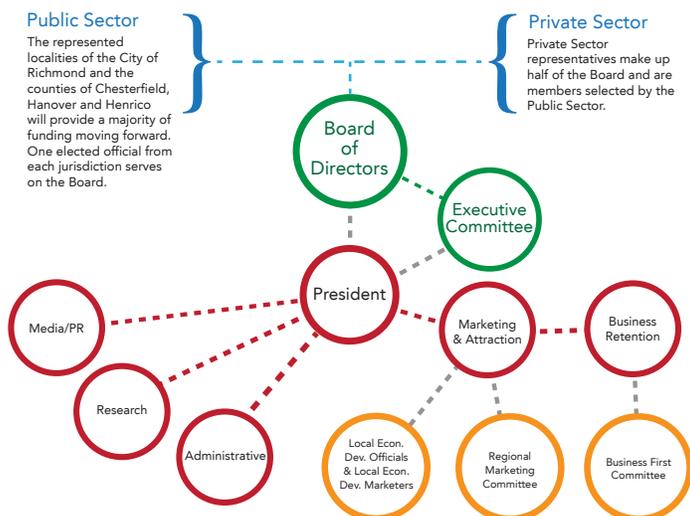
Our Vision

To aggressively generate economic opportunities that create high quality jobs for the citizens of the region and increase the tax base for needed community services.

Our Mission

To globally market the Greater Richmond region as a preferred business location, generate domestic and international prospects, and support the localities' business retention efforts.

Our Organizational Structure



The Position

President/Chief Executive Officer

Plans, organizes, directs and evaluates the entire operation of the Greater Richmond Partnership, Inc. Provides effective leadership and management of the organization, and is accountable for sound operations and financial management. This position serves at the pleasure of the Board of Directors with these key responsibilities:

- **Outreach Marketing** – Initiate, plan, implement and review a domestic and international marketing program that is cluster-based and targeted to specific industries, utilizing an array of marketing techniques and partnerships to foster the region's message around the globe.
- **Investor Relations** – Develop an investor relations program that provides both our public partners and our 100 private sector investors with timely information on the activities of the Partnership.
- **Board Priorities** – Develop and cultivate open and effective working relationships with all GRP Board members. Collaborate with the GRP Board to develop its annual priorities for the President as part of the Annual Work Program.
- **Fundraising** – Cultivate and manage fund raising activities which support the mission of the Partnership.
- **Financial Administration** – Oversee the management of the Partnership's annual \$2.4 million budget and monitor the expenditures of the funds in accordance with the Board's adopted Business Plan and support budget.
- **Prospect Follow-Up/Retention** – Engage in appropriate and timely follow-up with key prospects on their business interest in Greater Richmond. Develop relations with new prospects for job creation and capital investment in Greater Richmond. Effectively manage the Business First Program to ensure existing businesses engage in candid dialogue with local stakeholders that could result in expansion of their business in Greater Richmond.
- **Peer Relations** – Build a strong working relationship with local, regional and state stakeholders, investors, and partners for an effective delivery of services. Maintain an impartial stance in presenting the area to prospects by fostering the regional marketing approach.
- **Personnel Management** – Manage the day-to-day operations of the Partnership's ten member staff. Recruit, develop and retain a talented and high performing group of economic development professionals.
- **Volunteer/Business Community Relations** – Utilize the extensive network of outreach opportunities into the business and volunteer communities to provide a forum for the Partnership's message.

The Ideal Candidate

The Greater Richmond Partnership, Inc. is seeking an ambitious, highly energetic, and entrepreneurial spirited individual to lead this dynamic organization. The successful candidate will be a self-starting, hands-on, collaborative, and results-oriented economic development professional. This individual must have knowledge of the Greater Richmond region.

The successful candidate must be committed to the vision and mission of the organization with a strong sense of excellence. The individual must have a communication style that is warm and collegial, along with a confident and professional presence, excellent business acumen, and articulate, with exceptional communication and organizational skills. Personal characteristics will include unwavering integrity, credibility, trustworthiness and a strong sense of leadership and ethics.

The successful candidate will be known as an individual who is highly regarded as a business leader with a successful track record in engaging, partnering and building alliances with a wide range of constituencies that include business and community leaders, elected officials and the media. The individual must be seen as a collaborative and confident leader who possesses a strong sense of political savvy and diplomacy in addressing challenges and identifying opportunities.

The successful candidate will be a strategic thinker and exhibit a leadership style that is participatory and flexible, yet willing to make decisions, while maintaining an on-going commitment to the vision and mission of the Greater Richmond Partnership, Inc. The candidate will possess the ability to negotiate different viewpoints and take appropriate actions to manage outcomes to satisfy various stakeholder interests. The candidate will have strong mental agility to be able to analyze data and synthesize complex concepts.

Qualifications

Education and Experience

- Bachelor's degree from an accredited college or university. A Master's degree is highly preferred.
- A minimum of ten years of highly visible senior leadership or equivalent experience with a for-profit and/or not-for-profit organization.
- Professional economic development certification (CEcD or other) is preferred.

Professional Skills

- Significant experience with industrial and commercial building development, site or infrastructure completion.
- Hands-on experience developing new business prospects and managing prospects to a successful completion.
- Experience developing and maintaining sound working relationships with state and local elected officials, business and community leaders.
- Strong financial management, budgeting and fund raising experience.
- Experience developing strategic plans for a multi-faceted organization.
- Success in implementing a regional marketing initiative.
- Substantial executive experience, responsible for the day-to-day operation of a successful economic development corporation or initiative for a minimum of ten years.
- Demonstrated track record of executing business deals, real estate transactions, project financing and public incentive negotiations which results in successful developments.
- Hands-on experience with industrial and commercial projects including site selection, financing and land acquisition.
- Ability to travel, to include internationally.
- Strong computer skills in Microsoft Office (Outlook, Word, Excel and PowerPoint).
- Knowledge of Sales Force preferred.

Compensation and Benefits

The Greater Richmond Partnership, Inc. offers a highly competitive compensation package for this position. Salary for this position is negotiable, commensurate with qualifications and experience.

- Health, Vision and Dental Insurance
- Paid Time Off Benefit
- Sick Leave
- Paid Holidays
- Flexible Spending Accounts
- Deferred Compensation
- Short-term and Long-Term Disability Plans
- Group Life Insurance
- Employee Assistance Program
- Tuition Assistance Program
- Retirement Savings Plan

Application Process

The application deadline is November 24, 2014 at 5 p.m.

Interested applicants should apply online at www.HanoverCountyJobs.com

Application submission must also include:

- Cover letter
- Resume
- Salary history
- Reference list to include three professional references

Pre-employment drug test and extensive background check required.

The Greater Richmond Partnership, Inc. is an Equal Opportunity Employer.

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Greater Richmond
Partnership, Inc.

ANNIVERSARY OF SERVING
CHESTERFIELD
HANOVER
HENRICO
& RICHMOND



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