

Announcement

Search for Greater Rochester Enterprise, President & CEO

The Greater Rochester Enterprise (GRE) is seeking a dynamic, strategically-focused leader who possesses strong economic development experience, and is passionate about creating opportunities and fostering collaboration to enhance the Greater Rochester, NY region's competitiveness and success in recruitment, retention, expansion and start up of new business ventures in the region.

Greater Rochester Enterprise – The Company

Greater Rochester Enterprise (GRE) is a well-respected, highly effective regional economic development organization supported by a team of private and public sector leaders dedicated to improving economic performance in the Greater Rochester, NY region. As the sole business attraction organization for the Finger Lakes region, GRE is committed to attracting new capital investments and creating regional wealth and new jobs throughout the region.

To support business attraction, expansion, entrepreneurship and innovation, GRE collaborates with local businesses, universities, not-for-profit organizations and government leaders to deliver a unified response to regional economic development opportunities. GRE's business development specialists will connect individuals and businesses with resources such as real estate, incentives, workforce recruitment and training, entrepreneurial services and more.

President & CEO – The Position

The President & CEO is accountable for delivering results on program and budgetary goals as determined by the GRE Board of Directors. The President & CEO is responsible for the overall administration, management, and accountability in executing the mission, goals, objectives and tactics in leading GRE.

Further, the President & CEO should foster collaboration between stakeholders to achieve economic goals for the region. The President & CEO should establish and maintain relationships with various organizations throughout the region and the state and utilize those relationships to strategically enhance GRE's mission. In this vein, the President & CEO will work closely with New York State's Empire State Development (ESD), County IDAs, and the Greater Rochester Chamber of Commerce. The individual will also be closely involved with the Finger Lakes Regional Economic Development Council, a key component in New York State's economic growth that focuses on regional long-term strategic plans focused on job creation and revitalization of local economies. As such, the President & CEO will work to support regional

economic development priorities including the regional Upstate Revitalization Initiative goals and the Rochester Regional Photonics Cluster.

Please see Job Description for further information.

For Nominations

The GRE Board of Directors is accepting nominations from qualified individuals for the position of President & CEO. The Search Committee is requesting nominations be sent to **Amy Happ at amy_happ@urmc.rochester.edu** by no later than **August 31, 2017**. Individuals can self-nominate. Nominations should include an attached resume focused to the position specifications and three references who can address the nominee's experience in economic development. Compensation will be competitive.

Greater Rochester Enterprise President & CEO Job Description

Position Description: The President & CEO is responsible for the overall administration, management, and accountability in executing the mission, goals, objectives and tactics in leading the Greater Rochester Enterprise (GRE). The President and CEO of GRE is responsible for creating and executing a comprehensive economic development strategy that targets, pursues, and attracts / retains a diverse range of businesses to sustain and grow the economic health of our community. The President & CEO is held responsible and accountable for delivering results on program and budgetary goals as determined by the GRE Board of Directors.

ESSENTIAL JOB FUNCTIONS/RESPONSIBILITIES

- Develop (and lead) the execution of the GRE Strategic Plan in partnership with appropriate government and private sector partners, stakeholders and influencers including Empire State Development, Monroe, Wayne, Ontario, Livingston, Seneca, Genesee, Wyoming, Yates, and Orleans Counties, the City of Rochester, RG&E, NYSEG, colleges and universities, Chambers of Commerce, and others.
- Create opportunities and deliver outcomes for projects related to enhancing the Greater Rochester region's competitiveness and success in the recruitment, retention, expansion, and start up of new business ventures in the region.
 - Develop and implement strategic and focused business attraction efforts & marketing plans
 - Develop and support new and appropriate programs and partnerships that enhance entrepreneurial development
 - Support our economic development partners in their efforts to retain and grow existing businesses in the region
 - Position the Greater Rochester, NY region as a "must see" destination built on community strengths
- Work with constituents and stakeholders, develop appropriate policy recommendations to further the economic development goals of the region
- Provide oversight and accountability for financial management of the organization including but not limited to securing public and private sector

contributions, grants, and donations. Integrate with other regional partners in efforts to maximize cost savings whenever appropriate.

- Manage and staff operational and administrative functions of the organization.
- Represent the Greater Rochester Enterprise as the key contact for interaction with elected and non-elected government officials, businesspersons, boards, public at large, etc.

Essential Qualifications: Should have experience in successful leadership skills, execution and management of multiple programs and staff involvement in achieving programmatic goals. Should have proficient skills in resource development, financial management, business development, project management and implementation. Should be an effective communicator---both written and oral. Should have knowledge of the economic development fundamentals and experience in developing and maintaining professional as well as political relationships and alliances. Should have executive level experience working in economic development, business, or government partnerships, preferably in Upstate New York. Should have a bachelor's degree in a related field and fifteen (15) years of related experience. A master's degree in public administration, business administration or a related field is preferred.

Professional/personal characteristics desired include: being a team player, loyalty, commitment, passion for excellence, comfort taking risks, community service minded, and the capacity to multi-task effectively within a high-energy work environment.