



OPPORTUNITY PROFILE



Sarasota, FL

President and CEO

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March 2021



**BUILDING TEAMS THAT
BUILD COMMUNITIES**

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Economic Development Corporation Sarasota County – President and CEO

ABOUT THE EDC SARASOTA COUNTY

The Economic Development Corporation Sarasota County (EDC) is the lead economic development organization representing Sarasota County, Florida. The EDC brings together public and private leaders dedicated to being the catalyst for a sustainable, globally competitive, vibrant economy. The core mission of the EDC is to grow and diversify the economy of Sarasota County while enhancing the natural and cultural environment.

EDC KEY PRINCIPLES

Leadership

Provide direction and leadership in matters that affect our community's economy.

Innovation

Embrace innovative thinking and support innovation in our business community.

Accountability

Take responsibility, maintain our commitments, and are a good steward of our resources.

Collaboration

Help foster and promote partnerships within our community to meet the common good.

Regionalism

Recognize the strengths and successes achieved in working together regionally.

Stewardship

Honor our area's natural and cultural environment in balance with a sustainable growing economy.

For more information about the EDC and region, visit [Sarasota County Economic Development Corporation](#)

THE CANDIDATE

The President and CEO of the EDC will lead the execution of a comprehensive economic development strategy designed to support key existing economic sector success and accelerate the growth of high potential advanced industries, including cleantech, life sciences, and infotech. This position provides leadership and vision to mobilize resources for the EDC's economic development initiatives to drive job creation and innovation throughout Sarasota County. The President and CEO will accomplish this through building on a culture of collaboration with public and private sector, non-profits, colleges and universities, and regional partners.

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THE PERSON

The successful candidate should be an innovative leader with superior communication skills and work effectively with various business leaders, political leaders, and community members. The ideal candidate will understand the value of and have the skills to nurture and enhance relationships with Sarasota County, the cities of Venice, Sarasota, Town of Longboat Key and North Point, Sarasota County Keys, Enterprise Florida, Chambers of Commerce, Tourism, as well as community and regional stakeholders.

The successful candidate will have experience in strategic planning and execution, policy development, economic development, and fundraising. Effective implementation, including marketing, budget development, and management, is essential for this position.

Be bold; show vision and creativity when establishing goals and plans that focus on exceeding the EDC's stated mission.

Position: President and CEO

Reports to: 23 member Board of Directors

Direct Reports: 6

Annual Budget: \$1.7ml

PROFESSIONAL RESPONSIBILITIES

- Be a catalyst for creative and sustainable economic growth in Sarasota County that will maintain and create jobs and grow the tax base.
- Provide innovation and originality when executing economic development strategic plan with goals, objectives, and metrics.
- Actively recruit new businesses/industries to Sarasota County using partners, allies, and direct marketing strategies.
- Oversee necessary research, marketing, and site facilitating programs to enhance economic development and job growth within the region.
- Lead a team devoted to strengthening business retention and expansion programs that show value to existing industries.
- With partner agencies, support the development of assets such as buildings and sites, infrastructure, transportation, and amenities.
- Lead in the continuation of building partnerships and programs throughout the region with higher education, community colleges, foundations, Enterprise Florida, Chambers of Commerce, and other local, state, regional and national organizations.
- Serve as a lead spokesperson for the organization in internal and external communications.
- In conjunction with the Board, maintain stakeholder relations to grow private sector investment.
- Be responsible for developing, building, and leading a high-performing team capable of exceeding expectations.
- Responsible for the overall administration of the organization, including finances, financial management, budget, and reporting.

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EDUCATION AND EXPERIENCE

- Bachelor's degree from an accredited college or university is required in Economic Development, Business, Finance, Law, Public Administration, or closely related field.
- Certification - Certified Economic Developer credential is desirable.
- Seven or more years of experience in economic development, business, or related activities.
- Possess a strong understanding of economic development organizations and how they work with the private and public sector in addition to state and federal agencies and community partners to strengthen commerce and the economy.
- A proven track record of accomplishments in economic development, business, or related field.
- The ability to create a collaboration culture and communicate effectively with elected officials, business leaders, community leaders, and citizens.
- Experience with managing multiple tasks in a fast-paced small office environment.
- Self-motivation and self-direction.
- Proficiency with computers, office programs, communications technology, and social media.

PERSONAL TRAITS

- Resourceful and charismatic leader who is able to take charge and instill confidence.
- Inclusive leader, adept at convening and partnering with public and private sector leaders throughout the County and region.
- An individual with unquestioned integrity and impeccable business and personal ethics.
- Facilitator, who works with groups, encourages engagement, maintains focus, and derives meaningful outcomes.
- Strong character, with emotional intelligence, authenticity, and a take action, results-oriented perspective.
- An executive with demonstrated success setting and managing priorities, delegating and motivating others.
- A collaborative leader willing to encourage different viewpoints and take decisive action.
- Outstanding analytic and interpersonal skills with the ability to write, speak and communicate effectively with diverse audiences.

COMPENSATION

Salary will be competitive and commensurate with experience and qualifications.

APPLICATION PROCESS

Candidates for this position will be evaluated by Jorgenson Consulting. Only a limited number of the most highly qualified applicants meeting the requirements will be invited to participate in the interview process. For consideration, please submit a letter of interest and résumé to Todd Jorgenson at Sarasota@jci-inc.net

REFERENCES, ASSESSMENT AND BACKGROUND CHECK

There will be an extensive background and reference check of candidates. Once strong mutual interest has been established, candidates are asked to provide a list of references that should include, but not be limited

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to, a supervisor, a peer, a development client, and a subordinate, as applicable. Candidates will be asked to take a personality assessment. Candidates will be asked to sign an authorization to release information for the purpose of the background investigation, which may include verification of education, social media background, and credit check, criminal and driving records. Should an offer be extended prior to the completion of these checks, the offer will be made contingent on the successful completion of the reference and background checks.

PLEASE NOTE THAT UNDER FLORIDA'S VERY BROAD PUBLIC RECORDS LAW, RESUMES PROVIDED TO SARASOTA COUNTY OR JORGENSON CONSULTING ON BEHALF OF THE COUNTY ARE SUBJECT TO PUBLIC DISCLOSURE.

The EDC Sarasota County is an equal opportunity employer that is committed to diversity and inclusion in the workplace. They prohibit discrimination and harassment of any kind based on race, color, sex, religion, sexual orientation, national origin, disability, genetic information, pregnancy, or any other protected characteristic as outlined by federal, state, or local laws.