



Now Hiring Executive Director

Onward NRV, the regional economic development alliance for Virginia's New River Valley, is searching for an experienced and enthusiastic Executive Director to lead the organization. The Executive Director creates a platform for public private collaboration on regional economic development strategy, implements programs, convenes key regional stakeholders, and externally markets the region. This is an opportunity to make wide-ranging impact in a growing region in Virginia.

QUALIFICATIONS

To be considered, candidates must have five or more years' experience in economic development, or related area, in areas such as business attraction and development, marketing, talent attraction, coalition building, nonprofit management and finance, and fundraising and investor relations. Experience should include progressively responsible managerial and leadership experience in a management capacity with a comparable and progressive local government or regional economic development organization. Bachelor's degree required, master's degree preferred, in fields of study applicable to economic development (business, planning, public administration, economics, marketing, etc.). Certified Economic Developer or working toward credential preferred.

EXPERIENCE

- Demonstrated leadership skills.
- Experience providing a wide range of economic development, recruitment, program development, coordination and implementation.
- Proven success in business recruitment.
- Implementation of marketing and lead generation programs that led to new business attraction, business retention, and/or talent attraction.
- Experience interacting with a variety of public agencies, private sector partners and prospective businesses and interpreting and communicating complex issues to groups with varying interests.
- Demonstration of past success in bringing together various groups and constituencies to foster creative and practical solutions that result in significant success in job creation, tax base expansion in a highly competitive environment.
- Excellent written communication, public speaking, and presentation skills.
- Proficiency in business technologies and analytical tools that support a small, fast-paced office environment.

KEY RESPONSIBILITY

The Executive Director implements the organization's strategic plan which includes the following four goals:

- **Goal 1** (Industry) is to attract and grow four targeted industries, including Advanced Manufacturing, Information Technology, Unmanned Systems, and Food Processing & Agribusiness. Companies already located in the NRV are engaged to support industry competitiveness.

ONWARD NEW RIVER VALLEY

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- **Goal 2** (Talent) is to attract and retain talent in Virginia’s New River Valley to grow communities and support industry needs. Onward tells the livability story of the NRV and build awareness of in-demand careers in our area, especially within our targeted industries. Colleges and universities in the NRV are leveraged to ensure that both current students and alumni know that the region has meaningful career opportunities and is a great place to live post-graduation.
- **Goal 3** (Placemaking) is to cultivate regional assets and brand to support the region’s economic vitality. Onward NRV builds brand awareness and recognition through the Virginia’s New River Valley branding initiative.
- **Goal 4** (Organization) is to be a high-performing regional economic development organization that has a solid organizational structure which enables us to carry out the mission.

SALARY & BENEFITS

Salary Range \$90,000 - \$120,000. Generous benefits package including health insurance, dental insurance, life insurance, retirement plan, vacation, sick leave, holidays, and cell phone reimbursement and a modest performance bonus.

HOW TO APPLY

Submit resume and cover letter by **October 8, 2021 5:00PM** to Crystal Morphis, Creative Economic Development Consulting, cmorphis@creativeedc.com.

ABOUT ONWARD NRV

Established in 1990, Onward NRV (www.OnwardNRV.org) is a public-private, regional economic development organization whose mission is to attract and retain world class jobs, investment and talent in Virginia’s New River Valley. Our organization markets the region as a premiere destination to live, work, and do business and builds collaborative partnerships that support the economic vitality of the region. Onward NRV works to unify leaders from business, government, and higher education around a common vision and goals for Virginia’s New River Valley and moves the region forward with these partners through the execution of our five-year economic development strategy. Review the strategy here: <https://www.onwardnrv.org/wp-content/uploads/2020/09/Onward-NRV-Mission-and-Five-Year-Strategy.pdf>