



<b>Job Posting #:</b>	06FB02272020	<b>Posting Type:</b>	External
<b>Job Title:</b>	Economic Development Director	<b>Grade/Classification:</b>	18/Exempt
<b>Department:</b>	Government & Regulatory Affairs	<b>Location:</b>	Fredericksburg, VA

### Job Description

#### OVERVIEW

The Economic Development Director will focus on external and internal coalition building for the purpose of business retention and expansion; development and implementation of strategic business attraction efforts; and communication and outreach to, and participation with, local, regional and state economic development partner to achieve the goal of sustaining a healthy economy in the REC footprint. This role is responsible for overseeing business development, expansion, and business retention in our Cooperative service area.

#### ROLE AND RESPONSIBILITIES

- Serves as the Economic Development point of contact for Rappahannock Electric Cooperative.
- Reviews, executes, and recommends amendments to strategies as outlined in the REC Economic Development Strategy.
- Develops and leverages the capabilities of the internal team members within the REC organization to support the success of its Economic Development Strategy.
- Develops and cultivates alliances and partnerships with local, regional and state stakeholders.
- Creates and encourages alliances and partnerships with public and private partners in and outside of the REC footprint that result in increased business prospect activity within the REC footprint.
- Leads the REC's communication with and implementation of strategies among constituent groups with a particular focus on local and regional economic developers, as well as the team members of VEDP, CIT, DHCD and other aligned state agencies.
- Assists the REC leadership with the "deep thinking" required to address the economic challenges facing its footprint.
- Develops and oversees the execution of the economic development program's operational budget.
- Ensures the design and implementation of an economic development outreach and communication strategy for REC including the use of communication tools such as newsletters, social media, marketing collateral, presentation materials and website.
- Leads the development and maintenance of an economic development/business-to-business branding initiative for REC.
- Represents REC among key stakeholders in order to demonstrate the Cooperative's strengths, values, and commitment to assisting communities in reaching their economic development goals.

#### QUALIFICATIONS AND EDUCATION REQUIREMENTS

Bachelor's degree is required and economic development experience preferred. The ideal candidate will possess a minimum of 10 years of experience working in an economic development capacity, including 3+ years in project management and in building regional coalitions and partnerships in the public, private and non-profit sectors. Candidate should have knowledge of Virginia's economic development system, as well as strong sales and marketing skills. Experience with business practices, marketing and managing/tracking results is desired. Candidate will have excellent written and verbal communication skills. Advanced computer skills with an array of programs and applications, particularly team-focused collaboration and customer relationship management software. Preference given to candidate with familiarity of the REC footprint and experience and with demonstrated experience and/or certifications in non-profit management, facilitation, economic development, asset mapping, coalition building, strategic planning, and other technical skills.

#### HOW TO APPLY:

**RESUMES MAY BE E-MAILED TO [rechr@myrec.coop](mailto:rechr@myrec.coop) or FAXED TO 540-891-5990 BY 5:00 PM EST ON MARCH 27, 2020 INCLUDE JOB POSTING #06FB02272020 IN SUBJECT LINE.**