



Opportunity Profile

President and CEO



SEPTEMBER 2017

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President and CEO

Danville Pittsylvania County Chamber of Commerce

The Danville Pittsylvania County Chamber of Commerce is accredited with a 5-Star rating from the U.S. Chamber of Commerce for their efforts to improve the local business environment through membership services, political advocacy, and educational initiatives. The Chamber is a regional entity serving the City of Danville and Pittsylvania County.

Serving the region since 2001, the Chamber has a solid reputation as a convening leader for, and strong supporter of, critical regional activities including economic development, workforce development, public policy advocacy, tourism and membership services. The Chamber provides a variety of programs and services for the region including networking, communication and relationship building events, job expos, Young Entrepreneurs Academy (YEA) and Teacher Creativity Grants. In addition, the Chamber participates in many additional community and regional initiatives outside of the city and county. More information about the Chamber can be found on its website <http://www.dpchamber.org>

Vision

The vision of the Danville Pittsylvania County Chamber of Commerce is an energized region with a vibrant, profitable business community.

Mission

The mission of the Danville Pittsylvania County Chamber of Commerce is to serve our members and improve the business environment by providing leadership, products, programs, and services which promote the success of our members.

History of the Chamber

The Danville Pittsylvania County Chamber of Commerce was formed in July 2001 through a merger of the former Danville Area Chamber of Commerce and Pittsylvania County Chamber of Commerce.

Merger discussions began in May 2000 after the two Chambers had sponsored joint programs for a number of years and shared a similar membership base. In May 2001, the membership of the two



8653 US Highway 29
Blairs, VA 24527
<http://www.dpchamber.org/>

APPLICATION PROCESS

For consideration, please submit letter of interest and résumé Jorgenson Consulting, Inc. at DPCChamber@jci-inc.net
www.jci-inc.net

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Chambers overwhelmingly voted to merge. July 1, 2001, saw the birth of the new Danville Pittsylvania County Chamber of Commerce.

As part of the merger agreement, the memberships of the two former Chambers voted to locate the main office in Blairs with a branch office in Danville and potential future satellite offices in northern Pittsylvania County. On August 24, 2004, the Chamber held a groundbreaking ceremony for the building of our current location in Blairs.

President and CEO

The Danville Pittsylvania County Chamber is actively recruiting a passionate, collaborative and strategic leader who can serve as an agent for the Chamber's continued success in being a convening regional leadership organization. The ideal candidate will also ensure the chamber's role, relevancy, and leadership in the future economic vitality of the region. The final candidate will be a visionary who is responsible for the overall leadership and management of the Chamber and supporting entities.

Reports to: 16 Board of Directors

Staff: 4

Annual Budget: \$800,000

SPECIFIC RESPONSIBILITIES

Regional Development

- Serve as a strong supporting partner of the county and city economic development entities involved in the active recruitment of new business to the area and retention of existing businesses.
- Develop initiatives and alliances that effectively address workforce development issues; contribute to the development of a talent pipeline including programs that better connect K-12 with employers.
- Strengthen the entrepreneur network in the region in partnership with other organizations that have an entrepreneur focus (City of Danville, Pittsylvania County, The Launch Place, Longwood Small Business Development Center, Danville Community College, and others).
- Work with staff and regional partners to ensure the Chamber provides a high-value tourism program.

Chamber Programs and Services

- Maintain and enhance current services and programs offered to members and the region, in collaboration with the staff, including networking, advocacy, and related community and business-focused events. Maintain strong ongoing member and investor communications and relations.

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- Represent the Chamber at industry group and community functions on the local, regional, state and national levels. Serve as the official spokesperson with the media and as primary liaison with elected and appointed governmental officials, major trade and professional organizations and other constituencies.
- Maintain and enhance relationships with key local, regional and state organizations that play a role in the Chamber.

Board Engagement

- Work with the Board of Directors to develop and implement a well-defined, measurable, program of work for initiatives and programs within the Chamber.
- Advise the Board of the community, business and economic development issues that affect the area's economic strengths, weaknesses, opportunities, and threats on a regular basis.
- Work with the Board to identify, recruit and develop volunteer leadership to assure the continuity and success of the organization.
- Develop and implement the annual budget; maintain management responsibility for fiscal matters; grow the revenue base through non-dues revenue opportunities, expanded membership, sponsorships and other sources.
- Fulfill any special assignments or duties as directed by the Board of Directors.

Staff Development

- Recruit, orient and train staff as necessary.
- Serve as a mentor by providing coaching and encouraging the professional development of staff.
- Evaluate staff performance and lead creation of plans for staff improvement.

LEADERSHIP AND SKILLS

- Integrity - Has established credibility. Approaches others in a tactful manner, reacting well under pressure and treating others with respect and consideration regardless of their status or position. Accepts responsibility for own actions and follows through on commitments.
- Leadership - Strong organizational leader that can engage the business community, local elected officials and community partners in functioning and vital public/private partnerships.

EDUCATION AND EXPERIENCE

Bachelor's degree required.

Completion of the U.S. Chamber

Institute program or similar

organization development training preferred.

Previous experience with a Chamber of Commerce, economic development organization or organization recognized for civic responsibility and regional economic development activities preferred.

COMPENSATION

Salary will be competitive and

commensurate with experience and qualifications.

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- Visibility and Engagement - Able to operate effectively in the local, regional, state and national spheres and to relate one-on-one, as a peer, with local business CEO's, regional and state partners, community and academic leaders and elected officials.
- Communicator - Open and candid about the state of the business environment; acknowledges concerns; works at building morale and celebrates all wins; encourages others to be proactive about helping to improve the business environment within the region.
- Collaboration and Team Building - Proven professional who has built collaborative and productive relationships with others both inside and outside chamber organizations, and maintains a wide network of contacts that can be leveraged on behalf of the organization's goals.
- Strategic Visionary Thinker - Able to set sights on a new future, constantly identifying and addressing challenges, threats and opportunities that exist in the environment. Ability to substantively understand how the businesses environment operates and to look for new ways to assist in solving problems.
- Impact and Influence - Able to generate support from others to achieve the desired outcome, especially in situations where there is no clear "ownership" of the issue under discussion. Exhibit this competency in a planned and strategic way. Persuades others to follow their lead.
- Developing People - Discusses development needs with employees and provides them with opportunities and visibility, as well as advice and coaching. Shows a sincere interest in developing talent for the benefit of the organization. Has skill in guiding new employees through an orientation process, coaches on job performance, gives feedback, empowers and suggests corrective action as appropriate.
- Drive for Results - Maintains continual focus on achieving positive, concrete results that contribute to the business success of the organization and economic success of the region. Conveys a genuine passion for the region. Seeks ways to overcome competitive challenges and develop opportunities.

SELECTION PROCESS

Candidates for this position will be evaluated by Jorgenson Consulting. The most qualified individuals will be invited to participate in the next phase of the selection process. For consideration, please submit letter of interest and résumé DPCChamber@jci-inc.net

REFERENCES AND BACKGROUND INFORMATION

It is the Chamber's policy to complete 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 to, a supervisor, a peer, a development client and a subordinate, as applicable. Candidates will be asked to sign an Authorization to Release Information for the purpose of the background investigation, which may include verification of education, 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.