

ECONOMIC DEVELOPMENT DIRECTOR

Arlington County Government



Annual Salary Range: \$127,712.00 - \$237,515.20

Closing Date: Open Until Filled

Work Location: 1100 N. Glebe Road, Suite 1500, Arlington *METRO-accessible*

Job Opportunity

Are you interested in joining a jurisdiction that is home to many of the fastest growing and most innovative companies in the nation and who contributed to Virginia's national recognition in 2019 as the **"Top State for Business"** by CNBC?

Arlington County is looking for a dynamic, energetic and creative Economic Development Director to provide vision and leadership dedicated to the preservation and enhancement of an economically competitive and sustainable community. The next Director will lead the organization through an exciting period of commercial growth, while continuing to grow collaborative partnerships with Arlington's business, real estate development, tourism, arts and cultural communities, and regional partners.

Challenges/Opportunities facing the Economic Development Director:

- Setting the vision and direction for Arlington Economic Development (AED) that positions Arlington as a regional, national, and international world-class business and visitor location;
- Producing vibrant and desirable urban districts with ample private investment opportunities;
- Providing support and resources to new and existing businesses, including small business owners and entrepreneurs, and balancing divergent needs;
- Enhancing Arlington's economic sustainability through efforts that advance innovation, competitiveness and resiliency;

- Collaborating with the organizational leadership team, including planning, technology, and public safety to ensure that important existing business infrastructure elements vital to business sustainability and expansion are maintained and improved;
- Mentoring and facilitating professional development, fostering a work environment that encourages team collaboration and motivates individuals to excel in their areas of responsibility and directing efforts to coach, mentor and develop staff;
- Encouraging collaboration with the Economic Development Commission (EDC) and Arlington Chamber of Commerce on business, tourism and related issues;
- Providing guidance and policy recommendations to the County Manager and County Board on economic development issues;
- Ensuring that Arlington's economic development goals and strategic initiatives are achieved;
- Developing close, productive working relationships with the business community to attract and retain business and, developing private, public and academic sector partnerships at all levels;
- Developing and implementing marketing programs for business attraction strategies, to initiate efforts aimed at reducing vacancy rates and expanding the County's supply of commercial, and industrial sites, and buildings; and
- Encouraging collaboration with the Arlington Commission for the Arts and facilitating strategic alignment of Cultural Affairs within the department.

Selection Criteria

The successful candidate will have:

- Bachelor's Degree in business administration, economics, finance, marketing, planning, urban studies or related field;
- Experience in an urban, government, multi-cultural setting that demonstrates a record of achievement;
- Experience with economic and real estate or community development, and/or redevelopment on a regional, national, and international basis;
- Experience developing strategies and business investment initiatives; and/or
- Experience marketing tourism, arts, and cultural programs.

Preferred candidates will also have:

- Master's Degree in business administration, economics, finance, marketing, planning, urban studies or related field.

How to Apply – Please apply online for this position via our website,

<http://careers.arlingtonva.us> - OR – cut/paste link

<https://www.governmentjobs.com/careers/arlington/jobs/2518134/economic-development-director>