



## PRESIDENT & CEO

The Alliance for Dade is seeking a dynamic, value-driven leader to serve as our first President & CEO and continue the organization's path of success and relevance in our community.

### WHO WE ARE

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- The Alliance for Dade powers the Chamber of Commerce for Dade County and the "Welcome Center" - a State Regional Visitor and Information Center
- Our role is to align business organizations, non-profits, arts, tourism, and education toward a common goal of community and economic development in Dade County.
- Our mission is to promote business and tourism, enhance economic and community development, and serve as a catalyst for improving the overall quality of life in Dade County.
- The Alliance for Dade is not a government entity. We are a 501c6 that is funded by investor dues, fundraising events, and Hotel/Motel excise taxes.

### WHAT WE EXPECT

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- Top notch business programs, workshops, networking events, and resources for our Investors
- A legacy of exceptional large-scale community events
- A responsive team which listens to stakeholder needs
- Open collaboration with community partners to meet goals
- Progressive leadership always looking for opportunities for improvement

### WHAT WE ARE ASKING OF THE PRESIDENT & CEO

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- Formulate, plan, organize, recommend, and administer policies and programs to achieve major goals
- Quickly build rapport and trust with stakeholders and assume a leadership role in civic endeavors throughout the community
- Develop relationships with community leaders and governmental entities both locally and in surrounding areas to advance regional cooperation and enhance regional economic and community vitality
- Advocate for the interests of local businesses and non-profit organizations with local and state governmental entities
- Develop an effective marketing strategy that positions the Alliance as a catalyst for improving business, tourism, arts, and education in the county

- Manage the overall financial health of the organization while suggesting innovative ways to grow the Investor base and increase diverse revenue streams
- Work with Alliance for Dade Board to develop annual budget and identify steps to meet or exceed budget metrics
- Oversee Alliance for Dade website, newsletter, and social media accounts
- Develop goals and objectives for yearly program of work
- Serve as spokesperson/face of the Alliance
- Plan and implement revenue generating opportunities for programs and events

#### WHAT ARE THE BASIC QUALIFICATIONS

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- Three (3) or more years of successful leadership experience with a Chamber of Commerce, non-profit organization, business, government agency, or marketing firm.
- Proven success with public relations, marketing, and media relations
- Knowledge of economic development principles and branding concepts
- Competency with social media, Microsoft Office tools, and basic bookkeeping
- Excellent verbal and written presentation skills and a professional demeanor
- Strong organizational skills and a sense of urgency
- Self-starter with high level of initiative and ability to work both independently and collaboratively
- Sound problem-solving skills and ability to make decisions that reflect the best interest of the Alliance
- Experience working with volunteer boards and managing volunteer-driven initiatives
- High standards of integrity, work ethic, trustworthiness, and personal responsibility

#### SALARY & BENEFITS

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- Salary is commensurate with experience – range is \$48,000 - \$55,000
- Two weeks paid vacation
- Medical benefits and Retirement Savings Plan

*The successful candidate must live in or be willing to relocate to the Dade County, GA area*

Qualified applicants are encouraged to apply by submitting a resume to include work history, education and any certifications you may have to: [careers@alliancefordade.com](mailto:careers@alliancefordade.com)