



President and CEO Position Profile

On behalf of our client, The Washington DC Economic Partnership (WDCEP), P3Hired is conducting an executive search for its next President and CEO



The Washington DC Economic Partnership (WDCEP) seeks an experienced and energetic leader for its next President and CEO. This executive position leads DC's efforts to accelerate economic growth and competitiveness; making DC the leading city to live and do business in the world. In partnership with business, government, and community leaders, you will think big and deliver on results for business attraction and retention.

This is an incredible opportunity to assume leadership of a highly respected nonprofit with a committed staff and a high-caliber Board. Guided by the strategic initiatives of the organization, the new President and CEO will have every opportunity to serve as a visionary leader in driving economic growth for the District.

Overview

The Washington DC Economic Partnership (WDCEP) is a nonprofit, 501(c) (3), public-private organization whose core purpose is to actively position, promote, and support economic development and business opportunities in Washington DC. WDCEP works to cultivate the tools, infrastructure, workforce, accessibility, and climate needed for DC businesses to flourish.

Washington DC is much more than the Nation's capital; it is a resilient epicenter for business and innovation, across industry verticals including technology, real estate, retail, education and more. More than a political and tourism center, the District has access to top-notch transportation and technology networks, a world-class workforce, booming real estate market and livability with undeniable appeal. Washington DC is constantly evolving thanks to the diverse residents, vibrant communities and businesses that continue to shape the District.

For more information about WDCEP please visit WDCEP.com, [Twitter](#), [Facebook](#), and [Instagram](#).

MISSION

WDCEP's mission is to promote business attraction and retention activities by leveraging our experiences, knowledge, and relationships, to connect change agents, visionaries, artists, entrepreneurs, and global enterprise leaders, who drive our economy forward.

WASHINGTON DC

- #1 Best U.S. State Economy
- #3 Tech City in America
- #6 Smartest City in the World
- #1 Top U.S. Metro for Entrepreneurship Activity

DIVERSITY, EQUITY, AND INCLUSION

At the WDCEP, we promote inclusive growth and economic participation for all businesses and residents. Within our organization, we reflect and highlight the District's diversity by valuing the unique backgrounds, talents, and viewpoints of our staff, board members, business, and community partners.

YOUR DC INDUSTRY ADVISOR AND ADVOCATE

The District of Columbia is a global business capital with one of the fastest growing and most exciting economies in the U.S., and the WDCEP is at its very core.

The Role

The Washington DC Economic Development Partnership (WDCEP) seeks a collaborative, ambitious, and driven leader and executive to serve as its next President and CEO. As the primary face and voice of the organization, the President and CEO will lead with passion and ambition to promote WDCEP's mission to lead inclusive and equitable economic development for the benefit of the Washington DC community.

WDCEP is a unique public-private partnership, with the DC Government as the majority funder and partner in success. With this support, and that of all stakeholders, the President and CEO provides leadership and management oversight, develops, and executes strategy, and builds positive relationships and brand recognition.



Reporting Relationships

The President and CEO reports to the Board of Directors and oversees a team of twelve employees. The WDCEP relies upon stakeholders and partners to accomplish its work and is responsible for inspiring and influencing those outside of their reporting authority. External stakeholders include but are not limited to community leaders, elected officials, local government agencies, business leaders, and regional economic development partners.



Responsibilities and Duties

Duties include but are not limited to the following:

Strategic Leadership and Management

- Develop, in conjunction with the Board, annual and long-term strategic plans and provide timely reporting on accomplishments
- Shape an organizational culture for talent attraction and retention; one where morale is high and diversity, equity, and inclusion goals are advanced
- Provide executive level management, including the support and development of staff and oversight for performance management and adherence to human resource policies and practices

Business Operations

- Create strategies to promote the WDCEP brand to a broader audience regionally, nationally, and globally
- Develop and implement a comprehensive brand identity and marketing program to properly position WDCEP for business attraction, retention, and expansion efforts
- Work in collaboration with government agencies, Business Improvement Districts, business leaders, and other partners on strategies for advancing economic development in the District and supporting “The Comeback Plan”

Advocacy and External Engagement

- Build and sustain effective working relationships with external stakeholders including but not limited to elected officials, business leaders, government agencies, and other partner organizations for purposes of driving economic development
- Act as the primary liaison between the District Government and other stakeholder groups and partners
- Serve as the chief spokesperson for WDCEP; a persuasive communicator of WDCEP’s mission and services to current and potential partners, businesses, and other stakeholders

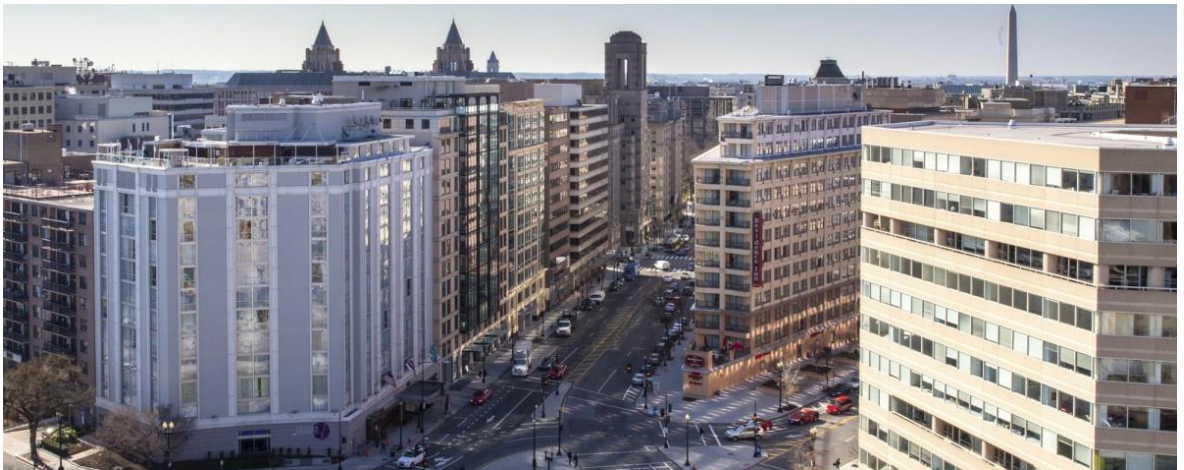
- Position WDCEP as a highly regarded and trusted partner for advancing DC's economic development goals
- Ensure that the organization's brand identity is broadly viewed as a capable and significant development partner
- Serve on the Boards of The National Building Museum and District of Columbia Building Industry Association and as a member of the DC Commission on Nightlife and Culture

Financial Management and Oversight

- Ensure that WDCEP maintains accurate financial records, including oversight for tax and audit services in conjunction with the Board Treasurer and Finance Committee
- Develop annual plans and operating budgets for Board approval and ensure internal monitoring and compliance with annual budgets
- Oversee the preparation of financial reports and quarterly or monthly reporting to the Treasurer, Finance Committee, and Executive Committee as required by the Board
- Create and lead fundraising opportunities, working with the support of the Development Committee
- Safeguard the assets of the organization and ensure appropriate internal controls

Board Relations

- Serve as a non-voting member of the Board and as the principal liaison to the Board and committees
- Communicate effectively with the Board, providing timely and accurate information necessary for the Board to make informed decisions
- Develop, maintain, and support a strong Board and related committees



Qualifications

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodation may be considered as appropriate.

Education and Experience

- Bachelor's degree from an accredited college or university in a related field, including but not limited to public administration, business, or urban and regional planning
- Master's degree preferred
- Over ten years of experience in economic development, including executive experience with responsibility for strategy, staff, and budget
- Demonstrated experience leading economic development initiatives

Required Knowledge and Skills

- Broad general knowledge of the leading economic development approaches and associated creative problem-solving techniques
- A deep understanding of the issues confronting urban areas, Washington DC specifically, and knowledge of best practices to confront those issues
- Demonstrated ability to support fundraising; and to identify and secure commitments from potential investors
- Exceptional organizational and strategic planning capability; experience managing public-private partnership initiatives is a plus
- Experience working with or reporting to a Board to advance strategic objectives
- Executive presence and political acumen with the requisite communication and influencing skills



The Ideal Candidate

The ideal President and CEO candidate is a strategic, innovative, and hands-on leader with a proven track record of success in advancing bold economic development initiatives. Strong financial and operational acumen is a must; one who understands financial and operating systems to drive greater organizational efficiency and impact.

While no one candidate will have all the criteria enumerated below, the ideal candidate will possess many of the following professional and personal abilities and attributes:

- **Business savvy:** an accomplished leader who brings proven experience and understanding of the needs of businesses (large and small) who can apply that to drive exceptional economic and community vitality
- **A highly relational, consensus builder and communicator:** an agile connector in the community with a high degree of skill in influencing without authority, a leader with experience in building value-added, cross-sector partnerships within the community
- **Strategic:** experience casting a vision and plan, one who contributes to the strategic direction of the organization to further enhance and accelerate the work
- **Growth-minded and innovative:** a leader with experience bringing thought leadership in the field of economic development to drive greater results in building sustainable and thriving communities through collective impact
- **A driver and a do-er:** able to motivate and engage a highly talented and dedicated team, while rolling up their sleeves to proactively identify and drive initiatives forward
- **Politically astute:** a leader who understands how to navigate a highly bureaucratic environment, ideally with policy knowledge, advocacy strategies and campaigns that will positively impact what WDCEP is working to achieve

For more information, or to send your credentials, please email careers@p3hired.com with “WDCEP President and CEO” in the subject line. All inquiries will remain confidential.

The Washington DC Economic Partnership (WDCEP) is an equal opportunity employer and proudly values diversity. We encourage candidates of all backgrounds to apply.

