Managing Director of Economic Development

Position Overview
About Our Organization

History

Established in October 2017 as a non-profit 501(c)6 organization, 58 INC.'s purpose is to advance economic prosperity and business health through a collaborative partnership among stakeholders focused on targeted initiatives and business recruitment to assure a robust economy in Shelby County, Alabama. The primary focus is balanced job growth in the commercial, retail, and industrial sectors. The organization serves as the lead for industrial, commercial, and retail recruitment, retention and workforce readiness initiatives within all of Shelby County, Alabama and its municipalities. 58 INC. is the conduit to increase the economic vitality of Shelby County by working closely with various communities, corporate representatives, local government officials, business owners, private developers, chambers of commerce, and land-use planning officials to bring desired economic investment to all communities in Shelby County.

Board of Directors

Paul Rogers
Senior EVP & Market President
NobleBank & Trust

Bill Keller
Senior Vice President Shelby County Commercial Banking Manager
Renasant Bank

Chad Scroggins
County Manager
Shelby County

Charlie Stevens
Vice President of Sales
Thompson Tractor Company

Mechelle Wilder
Partner and Associate Broker
ARC Realty
Mission Statement

58 INC. seeks to intentionally cultivate a **dynamic economy** and a **prepared workforce** for the benefit of our communities.

Goals

1. To achieve balanced existing business and job growth in the industrial and commercial sectors.
2. To serve as the lead for industrial, commercial and retail recruitment and retention to sustain a diversified economy.
3. To advance economic prosperity and business health through a collaborative partnership among stakeholders focused on targeted initiative to ensure a robust economy.

Objectives

1. To seek a diversified economic base.
2. To ensure the availability of project-ready sites for both growing and prospective businesses.
3. To promote the re-development of existing or underutilized properties.
4. To produce a pipeline of workforce to meet the needs of growing and prospective businesses.
About Shelby County

Nestled in the foothills of the Appalachian Mountains and the ecologically rich watersheds of the Cahaba and Coosa Rivers- Shelby County, Alabama is a patchwork of diverse communities and neighborhoods surrounded by natural beauty. Across 808 square miles, you'll find a mix of culture, business, recreation, housing options, and events that make us one of the South’s most dynamic counties. While we’ve long been known for our fast-growing neighborhoods and high-quality public schools- recent years have brought a richness of arts, cuisine, and outdoor activities that compliment the accessibility to Birmingham we’ve always had.

Shelby County has a large and diverse business community. Major employers include Regions Financial, Shelby Baptist Medical Center, Alabama Power, EBSCO Industries, McLeod Software, and Summer Classics. Shelby County and its 14 municipalities have a long history of providing a business-friendly environment for corporate success. One example of this forward-thinking attitude is Shelby West Corporate Park- a 400 acre industrial park in Alabaster on I-65. Shelby West currently has 18 park tenants with another 80 acres remaining for development. The Highway 280 Corridor has also become a new hot-spot for corporate relocation and growth. In 2018, McLeod Software announced its relocation to Meadow Brook Corporate Park which will bring 500+ jobs to Shelby County. The Corridor has plentiful Class A office space for the recruitment of Information Technology and Life Sciences companies.

5 of the Top 10 Best Places to Live in Alabama are in Shelby County

ACCORDING TO NICHE

Shelby County is Alabama’s Most Educated County

ACCORDING TO STACKER
Managing Director of Economic Development

**Supervisor:** Board of Directors  
**Compensation:** To Be Determined  
**FLSA:** Exempt/Salaried Position

**Job Summary:**

The Managing Director of Economic Development serves as a conduit to increase the economic vitality of Shelby County by working closely with various communities, corporate representatives, local government officials, business owners, private developers, chambers of commerce, and land-use planning officials to bring desired economic investment to all communities in Shelby County. Under general direction of the Board of Directors, responsible for advancing economic prosperity and business health through collaborative partnerships focused on targeted initiatives and business recruitment to assure a robust economy in Shelby County. The Managing Director will lead the organization in preparation and execution of economic development strategies to attract new retail, commercial and industrial growth; facilitate and coordinate redevelopment, business retention and expansion; managing incentive programs and partnering with local organizations, businesses and communities to establish projects and programs to expand economic development opportunities.

**Duties and Responsibilities:**

- The Managing Director will lead the development and implement economic development initiatives from conception to completion to enhance the County’s economic competitiveness in the region.
- Lead the development of short and long term economic and community development plans, as well as the gathering of information and preparation of studies, reports, and recommendations to achieve such goals. This will involve the preparation and maintenance of information on utilities, taxes, zoning, transportation, community services, financing tools, and incentives, in order to respond to requests for information for economic development purposes, and the coordination with other departments and agencies as needed.
- Oversee and manage tactical implementation of the Strategic Plan, and update periodically in coordination with the Board and input from various other stakeholders.
- Responsible for the day-to-day operations of 58 Inc., including the hiring of employees, supervision and discipline and/or dismissal of employees.
- Leads the formulation and implementation of marketing and business attraction strategies, including familiarity with the goals and objectives of the Entity.
- Leads the preparation of economic development incentive packages, analysis, and/or recommendations.
- Directs and provides information and/or make presentations to the County Manager and county commissioners, city leaders, boards, commissions, civic groups, businesses, individuals, and the general public on economic development issues, programs, services, and plans.
• Manages accurate reporting of all lead and project data to stakeholders.
• Leads the analysis and communication of existing economic situations relative to business attraction and expansion; reviews modern techniques for business attraction and retention and negotiates and resolves sensitive and controversial issues; monitors program performance and periodically report status. Must have sound technical skills.
• Leads preparation and communication of information on utilities, taxes, zoning, transportation, community services, financing tools, and incentives, in order to respond to requests for information for economic development purposes, and the coordination with other departments and agencies as needed.
• Maintains a liaison with various local, state and federal agencies, coordinating projects with agencies as deemed necessary and appropriate. Serves as a member or designates a representative to participate with economic development groups or task force that promote economic and community development at the local, state or federal level as appropriate.
• Leads the negotiation and the management of professional service contracts, property sales or acquisition, and economic development-oriented negotiations, as assigned.
• Leads team on knowledge of the existing inventory of available buildings, businesses, and development sites within all areas of the county to include both public and private buildings and land areas; builds and leverages relationships with national site selectors.
• Monitors legislation and regulations relating to economic development, and report findings to the appropriate impacted parties.
• Attends professional development workshops and conferences to keep abreast of trends and developments in the field of economic development, and to represent the interest of all areas of the County on matters related to economic development.
• Directs the creation of supportive partnerships and establishing communications between municipal and county governments, local government leaders, Chambers of Commerce in the region, state and other local economic development agencies.
• Leads initiatives and works closely with the Chamber of Commerce to identify areas of concern in the recruitment, expansion, and retention activities.
• Provides and directs professional economic development advice, assists in the application and permitting process, and serves as an advocate for economic development in line with the Comprehensive Plan, zoning ordinances, and goals established by the County and partnering cities.
• Leads the cultivation and maintenance of relationships with key economic development partners, general public, area businesses, clients, media, and others.
• Works closely with area universities and colleges, schools, local Chambers and business organizations to develop and attract a workforce that matches the needs of the local businesses in addition to workforce readiness and workforce development initiatives.
• Leads the research and analysis of market trends; makes promotional presentations to development and industry groups and other community organizations; represents the appropriate local community in regional, state and national meetings.
• Directs the preparation and maintains a list of local businesses to be contacted for possible expansion/retention projects, meets with business owners; works with Chamber to prepare periodic status reports.
• Prepares and submits annual budget to the board of directors for approval as needed.
• Serve on local cooperative districts or improvement districts.

Supervision Exercised:

Direct supervision of staff members, technical and non-technical consultants, and project teams.
**Knowledge, Skills and Abilities:**

A fundamental understanding of go to market strategies for business recruitment and retention is required. Knowledge and understanding of working with the public to analyze and assist with their concerns. Ability to relate and interface with all levels of the organization. Strong ability to make presentations to all levels of the organization and to the business and public communities. Skills and ability to utilize various technology-based applications including various software packages to achieve financial requirements. Good analytical abilities. Ability to communicate and manage well at all levels of the organization, exercise sound judgment and make decisions based on accurate and timely analyses. Ability to represent the Entity as part of boards and leadership positions.

**Qualifications and Requirements:**

**MINIMUM REQUIREMENTS**

- Successful completion of an Undergraduate Degree in Business Management, Finance, Economic Development, or related field from an accredited university
- Minimum five (5) years of increasingly responsible experience in local or regional economic development
- Minimum three (3) years’ experience of management and supervisory experience
- Residence in Shelby County within 6 months of hire date
- Valid driver's license

**PREFERRED REQUIREMENTS**

- Successful completion of an Graduate Degree in Business Management, Finance, Economic Development, or related field from an accredited university
- Proven track record of board participation and experience
- Seven (7) or more years of experience and proven track record in Economic Development Recruitment, Business Development, Project Management or Sales Team management, including experience with redevelopment and revitalization programs
- Successful completion of the Intensive Economic Development Training Courses

**Physical Demands & Work Environment:**

**WORKING CONDITIONS**

Work is primarily performed in an office environment with moderate noise levels, controlled temperature conditions and no direct exposure to hazardous physical substances. Work will also be required in field conditions when evaluating locations and undeveloped sites for future development. Employees may interact with public and private representatives in discussing and negotiating development opportunities.

**PHYSICAL REQUIREMENTS**

This is primarily an office classification although meeting potential clients at works sites will be required. Within the office, standing in work areas and walking between work areas may be required. Must possess mobility to meet clients on jobsites with uneven field conditions in addition to working in a standard office setting and using
standard office equipment, including a computer; to operate a motor vehicle and to visit various County sites; vision to read printed materials and a computer screen; and hearing and speech to communicate in person, and over the telephone. Finger dexterity is needed to access, enter and retrieve data using a computer keyboard, typewriter keyboard or calculator and to operate standard office equipment. This position will bend, stoop, kneel, reach, push and pull drawers open and closed to retrieve and file information. Employees must possess the ability to lift, carry, push, and pull materials and objects weighing up to 25 pounds.

**Salary/Compensation:**

Negotiable; commensurate with experience, skills and market.

**To Apply:**

- Cover letters and resumes plus any references and questions should be emailed to opportunity@58inc.org
- Initial review of resumes will begin on September 8. Applications will be accepted until the position is filled.