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| Rocky MountNorth Carolina | Rocky Mount Chamber of CommercePresident and CEO |

The Rocky Mount Chamber of Commerce is conducting a search to identify an outstanding Leader and Visionary to serve as its new President and CEO.

**Rocky Mount, North Carolina**

Rocky Mount is a mid-sized city uniquely located in Edgecombe and Nash Counties (identified as the “Twin Counties”) in the coastal plains of North Carolina. It enjoys a population of over 50,000, with a diverse economic base. The population of the Rocky Mount MSA is over 140,000. The community is located in the Eastern region of North Carolina, with the state capital of Raleigh just 45 miles away. The City of Rocky Mount, a two-time All-America City Award winner, is the 15th largest city in North Carolina. Other major incorporated communities in the Twin Counties are the Towns of Nashville and Tarboro.

Education and lifelong learning is a high priority in the community. Founded in 1956, North Carolina Wesleyan College, a four-year, co-educational liberal arts college affiliated with the United Methodist Church, calls Rocky Mount home with over 1,800 students enrolled annually. Nash Community College has an enrollment of over 12,000 students, while Edgecombe Community College has an enrollment of over 9,000. East Carolina University, North Carolina State University and Shaw University have satellite programs in the Rocky Mount area. The Public school system of Nash – Rocky Mount, boasts an enrollment of nearly 20,000 who attend 17 elementary, five middle, and six high schools. The Edgecombe County Public School System has 15 quality schools with approximately 7500 students in K – 12. There are numerous private schools and academies in the MSA.

The economic base in the Rocky Mount MSA, which has expanded into a highly diversified economy with international influences, is strong. More than 30 industries maintain operations in the county, manufacturing a variety of products that are shipped all over the world, inclusive of agricultural products such as sweet potatoes, diesel engines, pharmaceuticals, locks & hardware, bakery products, and jet engine fuel controls.

Sizeable companies include Pfizer, Inc., Nash UNC Health Care Systems, Cummins Engine Plant, Honeywell, Keihin, Draka Elevator, Mclane Company, Boddie-Noell Enterprises, Sara Lee Bakery and QVC Distribution.

##### Population (2015 data)

Nash County 94,005

Edgecombe County 53,318

Rocky Mount City 55,806

##### Top Employers

Nash – Rocky Mount School District 2000+

Pfizer, Inc. 2200+

Nash Hospitals Inc. 1500+

Cummins Diesel 1800+

**Rocky Mount Chamber of Commerce**

**Mission:** *The Rocky Mount Chamber of Commerce exists to foster economic growth and to advance the commercial, industrial and civic well-being of the region through a strong, expanding business base.*

**Vision:** *Strengthen our region as North Carolina’s best location to live, learn, work, and play.*

The Chamber strives to carry out this vision and mission through the execution of a developed and approved Strategic Plan that outlines the critical goals of 1) Advancing the Region’s Economy, 2) Improving the Quality of Life, 3) Enhancing our Member’s Success, and 4) Ensuring the Financial Sustainability of the Chamber.

Operating Budget $500,000 +/-

Staff 6

Executive Committee 7

Board 26

**Job Profile – President & CEO**

The Chamber President & CEO must have the credentials and leadership to advance the mission, vision, and strategic plan approved by the Chamber’s Board of Directors. The President & CEO of the Chamber will operate in a high profile role and must be capable of strengthening and expanding the strong alliances with key businesses, elected officials, community leaders, educational leaders and the chamber membership.

**Responsibilities**

Strategic Planning

* Provide overall strategic initiative, leadership, vision, management and operational direction to create and sustain a healthy economic climate.
* Experience establishing positive and proactive communications with and among the Board of Directors with regard to strategic plans, policies and programs, and incentives designed to achieve the Chamber’s goals.
* Formulate programs that attract and retain members and motivate them to support the Chamber’s mission and program of work.

Program Design and Management

* Formulate sound administrative, fiscal, and operational policies and procedures to support an effective operation.
* Address and resolve problems while maintaining productive and positive relationships with the membership; community leaders; volunteers; Chamber staff; Board members; State organizations; industry members, legislators and the media.
* Monitor the community’s needs and translate them into programs in relation to the Chamber’s long-range goals.
* Develop the internal and community leadership structure along with the voluntary manpower to see the programs accomplished

Revenue and Expenses

* Oversee the Chamber’s finances, including budget preparation, monitoring, and reporting.

Liaison with Others

* With the Chairman of the Board, the President & CEO prepares statements of Chamber position on public issues; and with the Chair, acts as the official spokesperson for the Chamber.
* The President must maintain positive relationships with other area Chamber organizations as well as state and national business organizations to facilitate the coordination of activities and exchange ideas.
* Through personal contacts with key community leaders, the President & CEO helps to relate Chamber activities to the activities of all other groups focused on improving the economic and civic life of the community. The position represents the Chamber in meetings of local, state and national organizations and continually promotes the Chamber’s mission.

Work Planning and Staff Supervision

* Determine the staffing complement and recruit, hire, train, and inspire staff.
* Directly supervises the staff managers and through them all program, operational and administrative functions.
* Create an environment in which staff development is encouraged for all employees so that they are appropriately trained for their respective jobs.

# Qualifications

The new President and CEO will become a Business and Regional Leader in Eastern North Carolina, driving the 2017 Vision and Strategy of the Rocky Mount Area Chamber of Commerce. Integrity, honesty, and openness are core values which this new Leader will utilize to create strong and enduring relationships with key leaders in the Region.

Specific qualifications include:

* A proven track record of successful leadership.
* Staff engagement and Leadership skills.
* Prior experience building productive alliances across private and public sectors.
* Professional experience with public relations, media relations, governmental relations, public speaking and marketing communications.
* A solid understanding of factors affecting business location decisions, including sites, workforce, tax optimization, permits & regulations, and incentives.
* Demonstrated understanding of operating budgets.
* Exceptional communications skills, with the ability to relate to diverse audiences or constituent groups.
* Experience interacting with both small and large businesses.
* Prior experience reporting to and working with a Board of Directors to establish strategic and operational plans.
* Demonstrated skills, knowledge, and tenacity to implement and achieve goals and objectives.
* Willing to play a highly visible role. The ideal candidate must actively participate within the leadership structure of the community and the state.
* Graduation from a four-year college or university
* 5+ years of progressive leadership experience operating in Chamber setting or a successful community-focused organization.

**Key Position Traits and Characteristics**

* Skilled in Diplomacy
* Skilled in Communication
* A Team Builder and Team player
* Visionary
* Have a Passion for Learning & Service
* Displays Honesty and Openness

**Additional Traits and Characteristics**

* Energetic
* Engaging
* Highly motivated / self-starter
* Ability to Delegate effectively
* Tenacious
* Community advocate
* Embrace diversity
* Inclusive Thinker

For more information about the Rocky Mount Area Chamber of Commerce, please see our Chamber Web Site: http://www.rockymountchamber.org

**Send Confidential resumes to: larry@rockymountchamber.org**