



**Chattanooga Area Chamber of Commerce
Job Description – President & CEO**

ABOUT THE CHATTANOOGA REGION

Located in Southeast Tennessee near the corners of Georgia and Alabama, Chattanooga-Hamilton County has a growing population of approximately 350,000 and anchors an MSA with more than half a million people. Once an old-style manufacturing hub with a downtown that emptied every evening and never filled on the weekends, Chattanooga pioneered air pollution controls in the 1970s and public visioning in the 1980s to revitalize itself. As a result, Chattanooga now enjoys a quality of life and economic vitality that national publications ranging from *Outside* magazine to *Industry Week* have rated among the best in America.

Since 2008, Chattanooga and the surrounding region have attracted billions of dollars in new investment to establish new operations including Volkswagen's only U.S. auto assembly plant, an Amazon.com fulfillment center and many other major job creation projects. These new corporate citizens join a diverse local economy that includes the headquarters of major insurance, trucking, food and beverage, and manufacturing operations as well as a strong tourism sector. Chattanooga is also a logistics hub with excellent rail, river, and highway connectivity.

Chattanooga is America's first (and only) "Gig City" thanks to local power distributor, EPB, which has completed a 100% fiber optic network capable of delivering up to 1 gigabit Internet speeds to every home and business in a 600 square mile area. EPB is now utilizing the community's fiber optic network as the backbone for the most automated and interactive smart grid in the country – a power management system so advanced it can reroute electricity in less than a second to reduce the number of people impacted when a line goes down.

CHATTANOOGA AREA CHAMBER OF COMMERCE

Established in 1887, the Chattanooga Area Chamber of Commerce is a 501(c)6 that serves member companies with a mission of championing member businesses and promoting regional economic growth. Accredited with four stars by the U.S. Chamber of Commerce and recognized as Chamber of the Year in 2017, the Chattanooga Chamber takes an entrepreneurial approach to serving its members with value-based programs and initiatives. The Chamber's President & CEO also directs the Chattanooga Chamber Foundation, an independent but related 501(c)3. Chartered in 1969, this organization raises public-private funding for economic development and is recognized for its lead role in the city's recruitment and job creation successes. The Chattanooga Area Chamber of Commerce and Chattanooga Chamber Foundation are engaged in close and productive partnerships with local government, philanthropic, and corporate entities.

Chamber profile

Membership: Approximately 1,900

Staff: 40

Chattanooga Area Chamber of Commerce Budget: \$1.9 million

Chamber Board: Board: 68

Chamber Executive Committee: 22

Chattanooga Chamber Foundation Budget: \$3.6 million

Foundation Board: 8

SUCCESSION PLANS AT THE CHATTANOOGA AREA CHAMBER OF COMMERCE

A process is underway to select the next President and CEO of the Chamber. The successful candidate will work alongside the current President and CEO for up to sixty days and then assume the leadership position no later than December 2017.

THE SUCCESSFUL CANDIDATE

The successful next President and CEO of the Chattanooga Area Chamber of Commerce will be a proven, results-oriented leader who marshals, motivates and coordinates the Chamber's volunteer leaders and staff in championing local business interests, growing the regional economy and identifying new program opportunities that address issues of importance in Chattanooga and surrounding communities.

The next President and CEO...

- Establishes and fosters relationships that allow the Chamber to convene business, government and community leaders in working through issues that impact the local economy.
- Bridges between "big picture" perspectives and the Chamber's everyday efforts by identifying and initiating course of action that meet the changing economic, demographic and cultural requirements.
- Works with volunteer leadership to set the strategic direction for the Chamber and in developing courses of action.
- Serves as a face of the Chamber and the Chattanooga business community by engaging in frequent activities that require media savvy, political acumen, and business development opportunities.
- Takes an entrepreneurial approach to providing member value and pursuing the Chamber's mission.
- Produces results through both short-term initiatives and consistently working to achieve long-range goals.
- Directs the Chamber's fundraising through large, multi-year public-private partnerships.

EXPERIENCE

- 10 or more years of senior leadership experience with a demonstrated track-record of producing results.
- A firm grasp of core business competencies including human resources, marketing, facilities management, and stewarding a multi-million dollar budget to ensure the long-term viability of the organization while making payroll.
- A history of successful engagement, partnering and alliance-building among a broad range of constituencies.
- Experience in working with volunteer boards and managing volunteer-driven initiatives.
- Substantial fundraising experience.

EDUCATION

Bachelors and advanced degrees are preferred but not required. The successful candidate will demonstrate a consistent track-record for producing results in the areas necessary to lead a world-class membership organization.

SELECTION PROCESS

Candidates for this position will be evaluated by a transition committee consisting of the current board Chair and a small group of volunteer leaders. The most qualified individuals will be invited to participate in the next phase of the selection process. For consideration, please submit a cover letter and resume **no later than August 20, 2017**.

For more information visit www.ChattanoogaChamber.com

Send confidential resumes to:

Attn: Larry Buie, Board Chair
jobs@chattanoogachamber.com

Information only inquiries, contact:

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