

**Maury Alliance
Maury County, Tennessee
President/CEO Position Profile**

Reports to: Alliance Chairman of the Board & Executive Committee

Preceded by the Maury County Chamber of Commerce, the Maury Alliance was created in 1999 to serve as Chamber of Commerce and Economic Development Center for Maury County, Tennessee with a population of 80,000 + including the cities of Columbia, Spring Hill and Mt. Pleasant. The Alliance is seeking a dynamic, visionary leader to manage and motivate a seasoned staff and committed group of volunteers to achieve the strategic goals determined by the Board of Directors. The Alliance serves a broad community of business and civic organizations and through its Chamber beginnings, has been an advocate for its members and the business community in building and sustaining a diverse and prosperous economy since 1928. The organization's membership currently stands at 500-plus, with a budget just over half million dollars and a professional staff of 5.

The new President and CEO will be responsible for clarifying, communicating and implementing the mission of the Alliance. The President will maintain and develop strong relationships with area and state leaders in both the private and public sector. The President will implement the leadership and Board's decisions to serve its members and related stakeholders to pursue market opportunities that not only achieve new business diversification, but selected social and economic goals. The President will need to establish strong ties to current and new constituencies as well as continue and expand outreach efforts to broaden the Alliance's membership base and build the area's economy. For more information, go to www.mauryalliance.com.

Key Executive Responsibilities:

- Constant communication with stakeholders and board members with both written reports and formal presentations with an emphasis on addressing objectives and results.
- Continuously strive to develop programs and identify and attract industrial prospects to the community; i.e., target industry recruitment program, community strengths and weakness study.
- Work to attract targeted businesses such as retail, food services, professional and administrative services, information and technology, finance and insurance, agribusiness, tourism and medical.
- Serve as the point of contact for Maury County and ensure that the appropriate individuals are included in the various aspects of the prospect recruitment and development.
- Ensure that accurate, up-to-date economic and community information for use in marketing programs is maintained.
- Oversee the development of advertising/marketing strategies and programs designed to sell Maury County to selected economic development entities.
- Serve as coordinator among local, state, public and private agencies in developing the community's infrastructure; i.e., utilities, roads, etc. and coordinate committee's efforts.
- Maintain a close working relationship with existing industry and provide assistance in key areas of problem solving and expansion assistance.
- Strengthen relationships to ensure that each stakeholder receives appropriate attention and value while creating an open atmosphere so that all stakeholders feel part of the processes and accomplishments of the Alliance.