



VICE PRESIDENT ECONOMIC DEVELOPMENT

REACH

Ideas + Action for a Thriving Central Coast

ABOUT REACH

REACH is a fast-growing economic impact organization that puts ideas into action across industry sectors, county lines and political aisles, advancing a mission to increase economic prosperity on the Central Coast through big thinking, bold action and regional collaboration.

OUR VISION

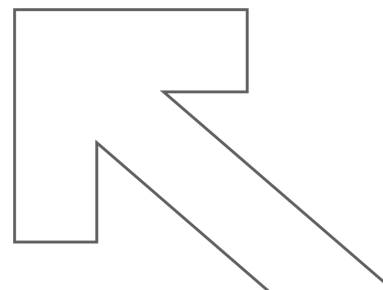
As a private sector-led 501c(3) organization that works in partnership with government, education, and nonprofits across San Luis Obispo and Santa Barbara Counties, REACH strives to ensure the Central Coast of California will be a place where current and future generations have the opportunity to thrive.

OUR WORK

With an ambitious goal to create 15,000 new good-paying jobs by 2030, REACH has launched long-term initiatives to develop world-class opportunities in the future of renewable energy and commercial space launch as well as long-range planning to build infrastructure for economic growth and invest in our workforce. REACH fosters regional connectivity and collaboration as a cornerstone of economic development, supporting business attraction, retention and expansion by leveraging a network of partners to achieve upward mobility, generate wealth, and improve the economic prosperity for all in our region.

OUR CULTURE

Established in 2019, REACH is a dynamic, early-stage organization of team players who jump in and work together to ensure overall success no matter the task. We flex to tackle emerging needs and opportunities, run toward challenges and cheer each other to the finish line.



OVERVIEW

We are looking for an entrepreneurial executive motivated to push limits and excel beyond the possible; a leader who is proactive, positive and poised, who will create and maintain an energetic, forward-thinking environment. This leader must be comfortable working in a dynamic and evolving environment, able to identify and drive positive change throughout the organization and region we serve.

Annual Salary

\$110,000-135,000

Benefits

Healthcare
Retirement plan
Paid time-off

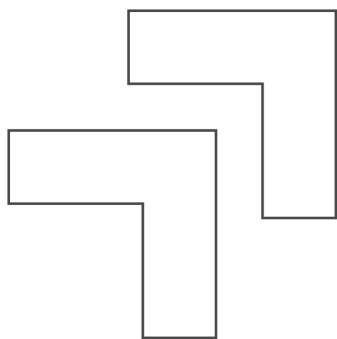
Reporting to the CEO, the Vice President will bring to the role business acumen, operational excellence, innovation, intellectual bandwidth and the pragmatic knowledge of how to convene and partner effectively across government, business, education and nonprofit sectors. This role will lead and manage the mission and operations of the organization, working in a cross-sector environment to support the attraction, growth and start up of new business enterprises in the region. The ideal candidate will be familiar with the growth stages of business and what it takes to support business success, with the ability to define and strategize opportunities as well as execute on economic development initiatives, projects and programs. Measuring effectiveness and holding teams accountable for success with an approachable and engaging coaching style also falls within this role. This position will interface with the REACH Board of Directors, investors, local government partners, education and nonprofit leaders and state and federal representatives.





THE IDEAL CANDIDATE

- Extensive knowledge of economic development programs and services, (e.g. business retention and expansion, attraction, redevelopment, financing, real estate, and workforce development).
- Experience with economic and labor market data and analysis.
- Ability to inspire teamwork and collaboration and achieve organizational goals and economic development strategies by leveraging a network of human capital.
- Demonstrated collaboration with community partners and proven ability to sustain long-term strategic partnerships.
- Support the day to day operation of the organization to ensure efficiency, agency and a proactive approach to “get things done.”



CORE RESPONSIBILITIES

VISION + STRATEGY

- Collaborate with the President & CEO, REACH Board and staff in setting strategic vision for the organization.
- Provide leadership to execute the organization's mission, strategy, annual goals and milestones.

ECONOMIC DEVELOPMENT

- Develop and execute initiatives and activities to facilitate local business attraction, expansion, and retention, including incentive awareness, business outreach, and general economic development assistance.
- Lead economic impact analyses, with knowledge of economic inputs and modeling tools.
- Build strong and collaborative partnerships to achieve short-term and long-term goals and objectives and identify opportunities to advance upward mobility, wealth generation, and economic inclusion for all members of our community.
- Oversee project management from proposal through delivery, including engagement with clients and colleagues to develop data collection strategies.
- Assist with the management of economic development-oriented contracts and negotiations, as needed.
- Provide information and make presentations to supervisors, boards, commissions, civic groups, businesses, individuals, and the general public on economic development issues, programs, services, and plans.

MANAGEMENT + OPERATIONS

- Work closely with internal team to anticipate challenges to the organization's success and design solutions to overcome those challenges.
- Oversee employee productivity, building a highly inclusive culture ensuring team members thrive and organizational outcomes are met.
- Provide direct and indirect supervision and coaching to a team of 3-5 staff members.

QUALIFICATIONS

- Bachelor's degree (master's degree preferred) in business, economics, public policy or an equivalent combination of education, training, expertise or equivalent work experience.
- 10+ years of experience in economic, business or community development, business support or consulting in a related field.
- Extensive management and leadership experience with primary responsibility over strategy, programs, budgets and teams.

To be considered, please submit a resume and cover letter to careers@reachcentracoast.org

REACH is an equal opportunity employer and does not engage in practices that discriminate against any person employed or seeking employment based on race, color, religion, sex, sexual orientation, gender identity, national or ethnic origin, age, marital status, physical or mental disability, protected Veteran status, or any other characteristic protected under applicable law.

