

## **Bridgeport Regional Business Council President/CEO Position Profile**

The Bridgeport Regional Business Council (BRBC) is seeking a dynamic, visionary leader to manage and motivate a small and nimble staff and committed group of volunteers to achieve the strategic goals determined by the Board of Directors. BRBC serves a highly diverse regional community of businesses.

### **BRIDGEPORT REGIONAL BUSINESS COUNCIL**

The mission of the **BRBC** is to increase the economic opportunities for the people and businesses of the greater Bridgeport Region through creation of an environment for business expansion, retention, and recruitment that will result in job creation and vibrant economic growth.

The largest business association in the region, the BRBC is comprised of three Chamber of Commerce affiliates: Bridgeport Chamber of Commerce, Stratford Chamber of Commerce, Trumbull Chamber of Commerce; one corporation affiliate: Bridgeport Economic Development Corporation and three program affiliates: Leadership Greater Bridgeport, THRIVE Emerging Leaders and the Women's Leadership Council.

This dynamic collaboration of business professionals advances an active and fluid strategic plan that is supporting a collective mission to create opportunities for business growth in the Greater Bridgeport Region.

### **KEY RESPONSIBILITIES**

- Advocate for the business community; promote pro-business growth and support initiatives, policies and legislative efforts at the local, state and federal levels that are pro-business and economic growth.
- Lead efforts to establish regional partnerships.
- Play a leadership role in economic development.
- Ensure membership growth and development.
- Develop and implement strategic plan in conjunction with Executive Committee and Board of Directors.
- Manage an effective and efficient organization.
- Sustain a financially viable organization through the development of an annual budget and longer term strategies, ensuring revenue growth beyond annual membership dues.

### **REQUIRED COMPETENCIES**

1. Ability to embrace and inspire change; comfort with ongoing reinvention of the organization and anticipated continuing need for nimble redeployment of resources
2. Visionary - ability to see the future, define the organization's role in that future and define the vision for the community in that future
3. Communication - ability to achieve high community profile; proficient oratory skills; project a strong presence when walking into a room; facile with electronic and social media
4. Executive leadership skills; knowledge of how to make things happen

5. Demonstrated ability to fundraise, develop revenue sources, understand financial statements and manage a budget
6. Ability to clearly define and manage multiple priorities and focus on the big picture
7. Ability to turn plans into actions, with a focus on deadlines and results
8. Demonstrated ability to interact with, as well as manage, multiple constituencies
9. Ability to recruit, develop, motivate and retain a strong, diverse staff in a team-oriented environment; an effective delegator
10. Ability to collaborate and partner with related constituencies and organizations
11. Demonstrated political acumen, and ability to relate to diverse groups of people in varied settings
12. Knowledge of business operations and practices, and ability to understand and interact with businesses and business people of all sizes and statures

### **EDUCATION AND EXPERIENCE**

- Bachelor's degree required; advanced degree a plus
- Minimum 5 years' experience as a senior executive in corporate, community or not-for profit management
- Experience in reporting to a Board of Directors and building consensus with diverse constituencies
- Proven business development, sales and /or fund-raising experience

### **COMPENSATION**

A competitive compensation package will be made available to the qualified candidate.

### **APPLICATION PROCESS**

Applications will be accepted beginning on April 1, 2018 and will continue until May 15, 2018. All responses are considered confidential.

The BRBC is an EEO employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, sexual orientation, age, disability, protected veteran status, or any other characteristic protected by law. To apply, email resume with cover letter describing interest and salary requirements by May 15, 2018 to the attention of Peg Sheahan, Chair, BRBC Search Committee at [brbcsearch@gmail.com](mailto:brbcsearch@gmail.com).



**BRIDGEPORT  
REGIONAL  
BUSINESS COUNCIL**  
Where Commerce & Community Connect