

Executive Director, Economic Development Agency Rochester, MN

Build a Stronger Future in Rochester. Starting Today.

It's an exciting time for Rochester, MN as plans for Destination Medical Center (DMC) are underway. The Destination Medical Center (DMC) initiative's primary objective is to leverage \$585 million in public infrastructure funding to attract more than \$5 billion in private investment to secure Rochester and Minnesota's status as the world's premier destination medical center. This represents the largest economic development opportunity in Minnesota and one of the largest in the country. This transformative effort will result in major economic benefits for the state and local jurisdictions while creating significant job growth and new business opportunities.

Now you can help drive success for this effort as **Executive Director** and provide leadership oversight for the Destination Medical Center (DMC) non-profit Economic Development Agency (EDA).

Responsibilities

The Executive Director oversees six major functions of the nonprofit Economic Development Agency (EDA), including public/private finance; planning and project management; business development; community outreach and programming; and marketing and communications. In this critical new role, you'll assist the Destination Medical Center Corporation (DMCC) in envisioning, planning and executing the 20-year DMC Development Plan and adopting strategies for continued economic development.

As Executive Director, you'll supervise day-to-day operations of the agency and its staff, while serving as the primary liaison between the state, city, county, Mayo Clinic, and the broader Rochester, MN community. Develop and oversee the EDA's long-range planning and business development initiatives to ensure best use of resources in pursuing growth and profitability objectives. Manage relationships with businesses and investors, understanding their expectations for return on investment. Oversee the development and implementation of a regional, national, and global marketing program to attract and sustain new business, investment, partnerships, programs and services. Develop and manage on-going community outreach/education. Most important, you'll create a lasting legacy of economic opportunity—and help build a premier global destination medical community.

Qualifications

Strong candidates have a Bachelor's Degree in Business Management, Public Administration, Business Administration, Urban Planning, Economic Development or related discipline and a minimum of 10 years of experience at a senior management/executive level, which includes experience analyzing and formulating business strategy and economics. Business development, venture capital and financial modeling experience are required, as are experience in board management, business operations and management of multi-disciplinary consulting teams. A proven ability to work collaboratively and build consensus among stakeholders with varying backgrounds and interests is key.

Preferred candidates have a Masters of Business Administration (MBA), Economic Development or related discipline; Certified Economic Developer (CEcD) certification, Economic Development or related discipline.

Additional Details

The EDA provides staff with a competitive benefits package. Interested applicants can apply by emailing their letter of interest and resume to: **Careers@dmceda.org**

Learn more about Destination Medical Center at www.dmcmn.org

The EDA is an affirmative action / equal opportunity employer.