**Vice President for Economic Development**

**(FULL TIME)**

**GRIFFIN CAMPUS**

***Southern Crescent Technical College, located just south of the bustling Atlanta metropolitan area and just minutes from Atlanta’s Hartsfield Jackson International Airport, invites applications for the position of Vice President for Economic Development (VPED)***. This position reports to the president and serves as the Chief Economic Development/Continuing Education Officer for the college and assumes responsibility for ensuring that all programs, courses and services support the purpose and mission of the College.

The Vice President of Economic Development provides vision and leadership in the development of training programs that support economic and workforce development in the college’s service area. The VPED will provide vision, leadership, and supervision of economic development program areas including Customized Industry Training, Workforce Development, and Continuing Education.

This visionary and result-oriented individual will work closely with a leadership team to help promote the mission and values of the College. He/She will work extensively with external organizations and agencies including but not limited to Chambers of Commerce, County (WIOA) Workforce Development organizations, Department of Labor, Development Authorities, Goodwill, Small Business Development organizations, businesses, schools, non-profit organizations, churches, etc. to make community and economic development programs accessible. The ideal candidate should be a strategic thinker with the ability to display solid management skills and utilize delegation to create teamwork and a sense of unity throughout the college and college community.

**Responsibilities**

The Vice President of Economic Development must have a thorough knowledge of the principles and practices of marketing and development and implementation of a marketing plan, sales, community/business development with an emphasis on prospect development and deal closure;

Major duties:

* Plans and organizes the daily operation of the department to include some or all of the following: evening course work, continuing education, off campus activities, industrial projects, customized training, and other related efforts to meet the College's mission
* Actively participates and communicates with department staff to achieve team objectives
* Locates and uses targeted industry intelligence information to identify and generate leads to business expansion/relocation projects and makes presentations to corporate executives
* Plans, directs and organizes SCTC's economic development activities
* Develops strategy to achieve goals and objectives
* Ensures compliance with institutional accreditation criteria
* Creates marketing strategies and information for materials to promote the college and its service area as desirable business locations and conduct marketing efforts to promote training programs
* Develops and sustains quality, trusting relationships with the leadership of prospective companies, regional and national site selectors and commercial and industrial realtors, and trade associations
* Facilitates local business development and recruitment efforts by identifying needed workforce and educational services and programs and providing same
* Generates statistical reports, information, and plans in connection with the College's business recruitment, retention and expansion program, and other relevant documentation for alliances and industry relations
* Analyzes trends and conditions that will impact SCTC’s service area and determine necessary strategic modifications to take advantage of those trends and conditions
* Participates in long range strategic planning and recommends long term goals for a unified economic development program in the College's service area
* Manages and oversees the financial/budget operation of the department
* Develops and/or assists with the development of policies and procedures and recommends changes to effectively meet the goals and requirements of the program
* Develop quarterly revenue benchmarks which are supported through customized training and continuing education programs
* Conducts regular evaluation of services provided and makes adjustments as needed
* Workload assignments are scheduled throughout the calendar year and may require evening and weekend obligations.

**COMPETENCIES**

General knowledge of corporate relocation and expansion; Strong organizational and interpersonal communication skills are required; ability to understand a diverse group of people; effective problem solver and big picture strategist; successful record of partnering with external corporate and industry partners; Demonstrated success in upper-level management in higher education;

Must possess superior interpersonal, written and oral skills in communicating with campus and external constituents; ability to represent the College effectively; and possess qualities including integrity, transparency in decision-making, and an entrepreneurial spirit.

Must have managerial competence, maturity of judgment and strong leadership capability, and the ability to work collegially within a college system and to negotiate with a wide range of constituencies. Must have the ability to manage multiple projects with attention to detail.

**Minimum Qualifications**

Bachelor's degree from a regionally accredited institution \*and\* seven (7) years of work-related experience OR Master's degree from a regionally accredited institution \*and\* three (3) years of work-related experience.

**Preferred Qualifications**

Master's degree from a regionally accredited institution and seven (7) years of direct experience in industry, industry partnerships with institutions of higher education, and/or a strong portfolio of economic development activity in higher education.

**All applicants must complete an online application, provide a resume, unofficial transcripts, and cover letter. Official Transcripts are required upon employment.** Applications must be submitted to: www.sctech.edu by clicking the following link: <https://www.easyhrweb.com/JC_SouthernCrescent/JobListings/JobListings.aspx>

This is a full-time position with paid state holidays, accrued annual and sick leave, and the State of Georgia Health and Flexible Benefits Program.

***Come join us in the Highest Performing and Fastest growing region in the state of Georgia!***

***Southern Crescent Technical College is located just minutes south of Atlanta’s Hartsfield-Jackson Airport. Our region is the home of many major professional and college sporting events to include the Atlanta Braves, the Atlanta Falcons, the Atlanta Hawks, and Atlanta United sporting teams. We are also the home for the Atlanta Motor Speedway. We are just hours away from the Great Smokey Mountains and the beaches of the Georgia and Florida coastlines. We have excellent schools systems in the area.***

The Technical College System of Georgia and its constituent Technical Colleges do not discriminate on the basis of race, color, creed, national or ethnic origin, sex, religion, disability, age, political affiliation or belief, genetic information, disabled veteran, veteran of the Vietnam Era, spouse of military member, or citizenship status (except in those special circumstances permitted or mandated by law). This nondiscrimination policy encompasses the operation of all technical college-administered programs, programs financed by the federal government including any Workforce Innovation and Opportunity Act (WIOA) Title I financed programs, educational programs and activities, including admissions, scholarships and loans, student life, and athletics. It also encompasses the recruitment and employment of personnel and contracting for goods and services.