



NEW BRAUNFELS CHAMBER
ESTABLISHED 1919

Vice President, Economic Development

Greater New Braunfels Chamber of Commerce, Inc.

Summary

Responsible for managing a pipeline of projects that add value to the New Braunfels economy, one of the nation's fastest growing cities. This includes, but is not limited to, business recruitment, business retention & expansion, and complex & catalytic projects.

The successful candidate manages collaboration within a public/private partnership to develop relationships, build consensus, set strategy, and achieve goals. This position is the department head for economic development, managing the professional staff and budgets.

The position requires the ability to manage an organized and data-driven sales process, as well as build out a comprehensive data profile of the local economy. We are looking for someone who can effectively manage complicated projects details and relationships with businesses and governments, building trust and working towards a win-win.

About the Chamber

We are a membership organization that represents more than 1,600 local businesses. We partner with the public sector to administer tourism marketing and job growth for the community. We work to strengthen the local economy, advocate for our members and the community, advance community excellence, and deliver value to our members.

Roles and responsibilities

Core roles and responsibilities

- Serve collaboratively on the leadership team of the Chamber, developing economic development strategy in alignment with organizational strategies and objectives
- Work with partners, stakeholders, and staff to develop an economic development strategy that adds value to the New Braunfels economy
- Develop and execute a business development plan to develop leads and qualify projects based on strategic priorities
- Manage a business retention and expansion program
- Serve as primary day-to-day manager of economic development projects
- Develop and maintain relationships with economic development partners at the City of New Braunfels, New Braunfels Economic Development Corporation
- Develop and maintain relationships with real estate developers, engineers, brokers, and other private sector partners
- Develop and manage the economic development budget for the Chamber



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- Ensure the effective management of the professional services contract with the city through performance tracking, presentations, meetings, and reports
- Provide staff support to the New Braunfels Economic Development Corporation
- Collaborate internally to develop marketing and public relations campaigns, as well as to monitor weekly, monthly, and quarterly performance

Additional roles and responsibilities

- Represent New Braunfels in area, regional and state organizations
- Provide public presentations to various organizations, professional and civic groups
- Participate and interface with partner boards, committees and other groups

Qualifications and skills

Knowledge, skills and attributes

- Collaborative: skilled at developing and maintaining effective working relationships with colleagues, managers, direct reports and partners
- An adept problem solver who is skilled at new ideas and operational optimization equally
- Excellent written and verbal communication skills
- Confident and effective public speaker
- Skill in organizing workflow and managing multiple projects
- Ability to delegate, teach and mentor
- Flexible and open

Education, experience and certifications

- Bachelor's or master's degree in business or related field
- Minimum five years management experience in equivalent field of operations
- Any combination of education and experience may be considered as a substitute for a degree or years of experience
- A valid driver's license

Additional information

- Reports to: President and CEO
- Location: New Braunfels, TX
- Some out of market travel is required

Applicants should send a cover letter and resume to:

Jonathan Packer
President and CEO
jonathan@innewbraunfels.com