



# Position Profile

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## Chief Executive Officer

The LVGEA (LVGEA) is seeking an enterprising chief executive to build on our extraordinary record of developing the Southern Nevada economy and creating public-private partnerships that drive our community's economic diversification.

### The LVGEA

The Las Vegas Global Economic Alliance is a public-private partnership dedicated to growing the economy in Southern Nevada through connectivity, community development, and strong business recruitment, retention, and outreach. As Southern Nevada's regional development authority, the LVGEA's vision is to help residents thrive in a global economy by fostering a more prosperous, diverse, and connected regional economy.

### About the Position

The LVGEA is seeking a President and CEO to set the vision for the organization in partnership with the LVGEA Board, oversee a staff of 13 plus external vendors, and work collaboratively with our internal and external partners to execute LVGEA's mission and drive economic growth in Southern Nevada. While the CEO works at a high level with community partners to build strong alliances and shared goals, she/he will be expected to lead in-depth economic development-related research projects, business development, fundraising, events, policy initiatives and advocacy.

Under the direction of LVGEA's Board, the CEO will be responsible for managing key relationships with businesses, education leaders, political, and community leaders.

### Key Responsibilities

The chief executive provides leadership to the organization and oversees its day-to-day affairs. A high-level overview of core responsibilities includes:

- **Leadership of Valley's Economic Development Mission:** Champion and lead the economic development mission of not only the LVGEA, but the community. Collaborate with Board to articulate and achieve the organization's mission while deploying resources and staff in alignment with LVGEA's strategic priorities.

- **Resource Development:** Ensure that the development of financial resources permits the LVGEA to make continuous progress towards the mission, by building an optimum mix of public and private funding. Ensure that funding is allocated strategically and prudently to address short term needs and future potential.
- **Partnership and Alliance Building:** Build and expand partnerships with Board members, political and municipal leaders, and private community stakeholders. This requires forming strong alliances at the organization level and developing trusting relationships on the interpersonal level with key individuals.
- **Organizational and Cultural Leadership:** Provide engaging leadership and direction to all team members and external stakeholders to sustain a professional and efficient organization. Develop not only the LVGEA organizational capacity, but the collective and individual capability of LVGEA team members.
- **Partnership with Government:** Develop and advocate for legislations and public policy that furthers economic development and the LVGEA mission. Create working partnerships with elected leaders and municipalities.

## Qualities and Requirements

Ideal candidates for this position will possess the abilities to drive the LVGEA mission and strategy. Requirements and qualities of this person should include:

- **Leadership**
  - Proven ability to articulate a clear and compelling vision for LVGEA – and to influence, motivate and guide the team and Board to achieve this vision
  - Record of success and accountability for establishing and directing policy, processes, and stable organization operations
  - Proven ability to recruit, develop, and retain a diverse, high performing team
- **Stakeholder Management**
  - Demonstrated ability to develop and sustain trusting and productive relationships with key stakeholders, board members and influential parties
  - An effective coalition builder with proficiency at building partnerships and achieving consensus among diverse groups
  - The natural ability to gain the respect and confidence of high-level leaders and serve as a compelling spokesperson, influencer, and communicator
- **Commercial Acumen**
  - A strong understanding of the business world, markets, and environment
  - Able to direct the organization's economic development activities; integrate and manage advanced economic development strategies and techniques
  - Significant experience in resource development, fundraising, marketing/branding; able to make an impactful case for supporting our economic development mission
- **Government Relations and Legislation**
  - Broad knowledge and skills in local, state, and federal policies and engagement
  - Ability to advocate for legislation that advances the interests of LVGEA and economic development - and direct LVGEA efforts to create, revise and advocate for relevant public policy priorities
  - Can proficiently build and maintain partnerships with high-level representatives of local, regional, state, and federal agencies; able to attend and confidently represent LVGEA and its interests at legislative hearings