



VACANCY ANNOUNCEMENT

Sampson County is seeking an experienced, energetic and creative **Economic Development Director** to come to a Southern community where charm, open spaces, an excellent geographic location have combined to create economic development opportunities. Strong candidates will have a portfolio of successful economic development initiatives, be entrepreneurial, tech savvy and creative in using strategies that promote the County's assets while looking for ways to overcome challenges. The successful candidate will be a proactive partner with community stakeholders to develop innovative strategies that produce new initiatives.

About the Organization and Position: Sampson County has an overall FY20 general fund budget of approximately \$122.5million. The County has 26 departments employing 544FTE. The County maintains A1 (Moody) and A ratings (Standard and Poor) and has been issued a GFOA award winning budget for the last eight years. Economic Development is a key priority for the Board of County Commissioners. Reporting to the County Manager, the **Economic Development Director** will lead development of strategic County priority areas; apply outstanding research and analytical skills along with sophisticated marketing skills to identify and leverage economic development opportunities; expand the work development prospects for citizens without college degrees; promote niche manufacturing opportunities that complement existing industries; work with Sampson Community College on matching their curriculum to strong wage jobs. The Economic Development Director is the liaison with an advisory board, the Committee of 100, working extensively in the region to maintain and expand relationships with a track record of developing close working relationships with governmental groups at the local, state, and federal level, and constituents/stakeholders which might include elected officials, board of directors, employees and other business and community support organizations.

Qualifications: Requires any combination of a bachelor's degree in economic development, business administration, or related field and at least six years of experience in economic development activities, managing projects and people in a nonprofit, public agency, or private company. A master's degree and CECD certification is preferred. The hiring range is \$65,256 - \$87,576 with salary offered commensurate with qualifications. The County provides a generous benefits package, including leave options, health care benefits, retirement benefits, and a 401-K plan, in addition to their salary plan. Residency within the County is required within a negotiated timeline.

To confidentially apply, please go to <http://www.developmentalassociates.com>, and click on the Economic Development Director – Sampson County title on the left side of the page. All applications must be submitted online via the Developmental Associates application portal – NOT the County Application portal, nor any other external website; it is not sufficient to send only a resume. Resumes and cover letters as well as unofficial transcripts should be uploaded with the application. Application review begins September 2, 2019. Successful semi-finalists will be invited to participate in interviews and skill evaluation in Sampson County, October 1-2, 2019. Candidates are encouraged to reserve these dates for travel to Sampson County should they be invited to participate. Sampson County is an Equal Opportunity/Affirmative Action Employer. The recruitment and selection process is being managed by Developmental Associates, LLC