

# STL PARTNERSHIP

## **Vice President of Strategic Initiatives**

### ***Work to Improve and Increase Economic Opportunities in the St. Louis Region***

The St. Louis Economic Development Partnership (STL Partnership) is a Missouri non-profit corporation organized for the purposes of advancing the social welfare, health, and economic interests of the St. Louis region and its residents. In furtherance of its organizational purposes, STL Partnership provides governmental economic development services to both St. Louis County and the City of St. Louis.

STL Partnership aligns regional efforts in business development, business finance, entrepreneurial support, and international trade services and provides a broad range of services to boost innovation and entrepreneurship, support business retention and expansion, enhance the region's global relevance, and revitalize communities. STL Partnership is a key facilitator of initiatives to encourage equitable economic prosperity and resiliency in the St. Louis region.

### **Position Description**

Responsible for managing strategic initiatives of STL Partnership and implementation of regional economic development activities utilizing the various agencies, programs and leadership in St. Louis City/County, including the Executive offices, appropriate City/County departments, STL Partnership divisions, municipal leadership, state, business organizations, and private sector leadership to streamline and expedite development across the St. Louis region.

Strategic initiatives include but are not limited to advancing the STL Partnership Strategic Plan, identifying and pursuing economic development funding opportunities, and connecting to other initiatives.

The Vice President of Strategic Initiatives reports directly to the Chief Executive Officer and President.

### **Job Duties**

- Develop, monitor, and provide guidance on implementation tactics for STL Partnership's Strategic Plan through coordination with division leaders and board members.
- Collaborate with internal and external groups to track strategic initiatives by establishing benchmarks, monitoring progress, analyzing data and ensuring and sustaining the momentum needed to reach agreed upon outcomes.
- Ensure the themes of collaboration, inclusion, and performance are achieved.
- Develop Regional Comprehensive Economic Development Strategy (CEDS) in collaboration with Economic Development Administration (EDA) for the five counties comprising the St. Louis Region: City of St. Louis, St. Louis County, St. Charles County, Jefferson County and Franklin County.
- Provide co-leadership along with Greater St. Louis, Inc. of the EDA's Build Back Better Regional Challenge for the Advanced Manufacturing Tech Triangle. Responsible for Cluster Development and Governance.
- Serve as Regional liaison for all EDA funding applications within the St. Louis region to ensure alignment, avoid multiple applications for the same opportunity, promote collaboration among entities to speak with one regional voice.

- Prepare and present all documentation necessary to maintain STL Partnership's AEDO certification through the International Economic Development Council.
- Serve on various boards and commissions as requested by the CEO and President.
- Serve as leader for the Partnership's Grants Committee. Identify potential funding opportunities for STL Partnership divisions that match federal, state, local grant request opportunities and identify charitable foundations with an economic development objective and assist with the application and related process.
- Represent STL Partnership and assist in implementation of special projects and strategic initiatives as undertaken by the various STL Partnership divisions.
- Provide consultation with the operational team for St. Louis Venture Works four incubators to better maximize and leverage the centers and tenant performance.
- Participate on leadership team for Wellston/LCRA redevelopment projects to include industrial parcels, MET Center renovations, and new housing.
- Develop and maintain relationships with City/County government, metropolitan St. Louis business leaders, developers, university led initiatives, other leaders within the St. Louis region.
- Provide vision and leadership in establishing long-term plans that promote cooperation among various entities and constituencies in the region.
- Represent STL Partnership at County Council meetings and hearings and City forums as needed.
- Prepare and present issues and positions of STL Partnership and St. Louis City/County to municipal and regional leaders.
- Develop organizational dashboards and visual representations for use with external and internal stakeholders to convey the work and impact of the Partnership.
- Aggregate St. Louis regional economic data and develop mode for use by Partnership senior leadership. Conduct relevant peer cities analysis.
- Work independently on complex and confidential assignments without detailed instructions.
- Analyze information to solve problems through deductive and inductive reasoning.
- Perform various other duties and functions as required or assigned within the area of expertise.

## **Professional Qualifications**

### **Education**

Master's degree from an accredited institution in business or local government administration, political science, law, planning or similar related field. Pursue ongoing education and training and participate in applicable associations.

### **Experience and Skills**

- At least ten years of progressively more responsible related work experience in economic development, business and/or public and community relations. This includes knowledge of: City/County government, metropolitan St. Louis leaders and organizations and leaders within St. Louis County municipalities and the City of St. Louis.
- The ability to execute regional strategic initiatives and perform contract and/or project management.
- Proven ability to establish and formalize public/private partnerships with a broad range of organizations and communities to further cooperation and collaboration within the St. Louis region; and the understanding of relevant legal and technical terminology encountered during economic development.
- Recognize and respect diversity.
- Understand and execute both basic and complex directions.

### Personal Qualities

1. Demonstrated commitment to public service and STL Partnership's mission.
2. Self-motivated, able, and willing to manage an aggressive schedule.
3. A team player who inspires collaboration and is well-organized.
4. The ability to interpret a variety of instructions furnished in written, oral, diagram, or schedule form.

### Interpersonal Characteristics

Strong written and verbal communication skills and public speaking experience are expected. Possess supervisory skills and team orientation, with the ability to motivate community leaders and other staff as necessary. Candidates must have a business and professional presence appropriate to the position. The selected candidate should be a strong team and relationship builder and self-motivated. It is expected that the selected candidate will recognize and respect diversity and work effectively with people of all backgrounds and cultures and will have a desire to make a positive difference within the community. It is expected that the selected candidate will maintain a professional work environment and will treat others with respect and dignity in executing all job functions.

### Working Conditions

The job duties described above are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations will be made to enable individuals with disabilities to perform the essential functions.

### Compensation and Terms

Commensurate with experience, STL Partnership offers a competitive base salary and a culture that fosters and supports creativity and innovation. The Partnership offers a generous benefits package that includes paid time off and holidays; medical, dental, vision, life, and disability insurance and retirement plan options. This is a full-time, exempt position under the Fair Labor Standards Act.

Interested and qualified applicants should submit their resume to <https://stlpartnership.aaimtrack.com>. Applicants are also encouraged to visit our website to learn more about the organization and opportunity: [www.stlpartnership.com](http://www.stlpartnership.com) and <https://stlpartnership.com/careers/>.

*The St. Louis Economic Development Partnership is an equal opportunity employer. STL Partnership considers applicants without regard to race, color, religion, creed, gender, national origin, age, disability, marital or veteran status, or any other legally protected status.*

### **Accredited Economic Development Organization**



The St. Louis Economic Development Partnership is proud to have earned the distinguished title, Accredited Economic Development Organization (AEDO) from the International Economic Development Council (IEDC). The accreditation signifies the professional excellence of economic development entities throughout North America.