

# POSITION ANNOUNCEMENT



**Decide DeKalb**  
Development Authority

## BUSINESS RELATIONS SPECIALIST

### Key Attributes Required

- *Customer Service Experience*
- *Relationship Builder*
- *Communicator*
- *Marketer*
- *Strategic Thinker*

**Overview.** Decide DeKalb Development Authority and WorkSource DeKalb are seeking a Business Relations Specialist for the organizations. The professional chosen for the position will focus on connecting employers with talent pools in the metro Atlanta county. The Chason Group ([www.thechasongroup.com](http://www.thechasongroup.com)) has been retained to assist the organizations with the executive search process.

**About Decide DeKalb and WorkSource DeKalb.** Decide DeKalb is the economic development marketing arm for DeKalb County. The organization assists new and expanding companies looking to either locate in the area or increase their

current footprint. WorkSource DeKalb provides programs to enrich local talent pools to prepare aspiring business owners and employees with competence, confidence and skill sets that appeal to world-class industry leaders. The two organizations have formed a partnership to help better address the needs of DeKalb County's talented workforce so that they may better serve and participate in the area's target industry clusters.

Both programs are funded through federal and local governments, including the DeKalb County Board of Commissioners, and local business partnerships.



**THE CHASON GROUP**  
EXECUTIVE SEARCH

**About DeKalb County.** As of the 2020 census, the population of DeKalb County was 764,382, making it Georgia's fourth-most populous county and a part of the Atlanta MSA. Decatur serves as the county seat for the growing area. The median household income is \$62,400 and 53.8% of the population includes people of color.

Municipalities located within DeKalb's boundaries include Atlanta, Avondale Estates, Brookhaven, Chamblee, Clarkston, Decatur, Doraville, Dunwoody, Lithonia, Pine Lake, Stone Mountain, Stonecrest, and Tucker.

**Education Opportunities.** Over 90% of DeKalb residents have a high school diploma or higher; with 44.2% of residents 25 years-old and older holding a bachelor's degree or higher.

The DeKalb County School District prepares students for the workforce and higher learning. Colleges in the community include Georgia Piedmont Technical College, Emory University, and others. Decide DeKalb and WorkSource DeKalb have built solid alliances with these entities and others to provide a strong talent pool for employers. In addition, there are seven Community Improvement Districts in the county.

**Existing Employers.** The largest employers in DeKalb include the Centers for Disease Control and Prevention (CDC), Veteran's Affairs Medical Center, Emory Healthcare, Emory University, Children's Healthcare of Atlanta, State Farm Insurance, InterContinental Hotels Group (IHG), Home Depot, The Weather Company, Cox Enterprises, and Amazon. There are 88 international based companies in the county.

**About the Business Relations Specialist Position.** The Business Relations Specialist position is aligned with the goals and objectives of the Decide DeKalb Development Authority and WorkSource DeKalb which is to match business talent needs with potential employees. The Business Relations Specialist will work with existing and new companies in DeKalb County to ensure that businesses have the talent pipeline and other workforce development tools they need to thrive. This position will report jointly to Decide DeKalb and



WorkSource DeKalb and is the key workforce development expert for aiding economic development projects in DeKalb. The professional chosen for the position should be self-motivated; have an ability to work autonomously; and willing to travel the county on a daily basis.

**Basic Requirements / Qualifications.** Candidates interested in the position should hold a bachelor's degree in the area(s) of human resources, economic development, community development, public relations, public administration, business administration and/or marketing from an accredited college or university; or any equivalent combination of education, training, and experience which provides requisite knowledge, skill, and ability for the position.

Other requirements include five years of leadership and/or management positions; a proven tenure in supporting strategies, mission and leadership objectives through growth and change.

**The Ideal Candidate.** Decide DeKalb and WorkSource DeKalb are seeking an innovative, creative, and strategic thinker who has experience in developing relevant initiatives and goals to enhance a community's business environment and the quality of life of its citizens. The groups are seeking a professional who is an experienced team builder and leader. Communications is a key component of the position, which includes writing, public speaking, and listening. Applicants should have the ability to work in groups and independently to achieve the goals of the organizations.

**How To Apply.** Candidates interested in the Business Relations Specialist position may upload a cover letter addressed to Mark Lytle *and* a copy of their resume at [www.thechasongroup.com](http://www.thechasongroup.com). The documents should be submitted in PDF format. For more information on the position, please contact Mark Lytle at 470.279.9388 or via email at [mlytle@thechasongroup.com](mailto:mlytle@thechasongroup.com). The deadline to submit documents is July 15, 2022.

