



President & Chief Executive Officer

Overview. Franklin Southampton Economic Development, Inc. (FSEDI) Board of Directors has launched an executive search for a President and Chief Executive Officer to lead the community's economic development initiatives. The Chason Group (www.thechasongroup.com) has been retained to lead the executive search.

About Franklin Southampton Economic Development, Inc. FSEDI is a 501(c)(3) non-profit organized under the laws of the Commonwealth of Virginia. The organization is the point of contact for all aspects of economic development initiatives including commercial, professional and industrial marketing to new business and maintaining/growing the investments of existing companies.

FSEDI is led by a Board of Directors of five community leaders who serve three-year terms. The board members are nominated by the Southampton County Board of Supervisors, Franklin City Council, The Camp Family Foundation, Franklin Southampton Charities, and Franklin-Southampton Area Chamber of Commerce.

About the City of Franklin and Southampton County. The independent City of Franklin is located in southeastern Virginia immediately adjacent to the Virginia Beach-Norfolk-Newport News Metropolitan Statistical Area (MSA) and approximately nine miles from the North Carolina state line. Southampton County encompasses a geographic area of over 600 square miles and is home to 26,000 of the 1.6 million people within the Hampton Roads region.

Franklin Southampton is a developing community within the Hampton Roads Region where businesses experience exceptional transportation corridors to the Port of Virginia. FSEDI has led the way in developing several business parks. The area is a great location for warehousing, distribution, light assembly and manufacturing.

The labor market in the extended area exceeds 353,376 citizens.

Key manufacturers currently located in the community include Enviva, Solenis, Hampton Farms/Meherrin Agricultural & Chemical Co, Hubbard Peanut Co., Inc. and FERIDIES Peanuts. Leading non-manufacturing employers include Southampton Memorial Hospital and Paul D. Camp Community College.

Position Announcement



Agriculture and small business are a significant part of the Franklin Southampton economy.

The Position. The President and Chief Executive Officer is responsible for directing, coordinating, and administering economic development activities throughout the City of Franklin and Southampton County in order to expand the local tax base, retain and attract businesses to the area and market the community's attractiveness for investment purposes. Specific responsibilities shall include encouraging the expansion and establishment of commercial, professional and industrial businesses and providing support for entrepreneurial endeavors. The leader shall provide strategic guidance to the FSEDI team; oversight of all daily operations, and, in collaboration with the community, develop, implement, and maintain an economic development plan of action annually. The President shall represent FSEDI at meetings with clients and working with various partners.

The Candidate. The ideal candidate for the position is a professional with experience in the area(s) of economic development, community development, real estate, public relations, public administration, business or marketing. Candidates applying should have a proven track record of excellent collaboration and relationship building skills, outstanding communication skills through listening,

verbal, written and digital means and a robust understanding of rural economic development.

Requirements. FSEDI requires candidates to hold a Bachelor's degree from an accredited college or university or equivalent experience. A Master's degree is preferred.

Other requirements include three years of executive management leadership experience in the business, economic development and/or community development field, chamber of commerce, association, or a combination of these; a proven tenure in leading an organization through visionary growth and meaningful change to improve the business environment of the community and an innovative, creative and strategic thinker who has experience in developing relevant programs and goals to enhance the tax bases of a local business community.

Compensation Package. FSEDI is offering an extremely competitive compensation package that includes salary, a bonus incentive plan, medical insurance, memberships to professional associations, continuing education opportunities, vehicle allowance and a relocation package.

How To Apply

For more information regarding the executive search process for the President and CEO position with Franklin Southampton Economic Development, Inc., please contact Tim Chason at 404-735-0540 or Randy Cardoza at 404-661-9438. A cover letter and resume may be uploaded at www.thechasongroup.com. The deadline for a cover letter and resume submission is April 21, 2021.