

POSITION ANNOUNCEMENT



HenryCOUNTY
DEVELOPMENT AUTHORITY

Economic Development Director, Business Development

Overview. The Henry County Development Authority, based in McDonough, Georgia (south metro Atlanta), has retained The Chason Group to lead a talent search for an economic development director, business development. The position is new for the economic development organization.

About the Development Authority. Composed of five members, the Development Authority is appointed by the Henry County Board of Commissioners for four-year terms. Officers are elected by the appointees annually. F.J. “Josh” Fenn was recently selected to serve as the executive director of the organization. He previously served as director of business development for ECS Southeast, LLP in Marietta, Georgia and president and director of economic development of the Jackson Area Chamber of Commerce, Jefferson, Georgia.

Funding for economic development in Henry County is provided by the Henry County Board of Commissioners and revenues from bond sales. In addition to the executive director, other members of the full-time professional team include Trisha Colpetzer, manager, established industry (2020), and Terry Collins (2010), office manager.

Location and Demographics. Henry County, Georgia is located 30 miles south of Atlanta. Interstate 75 is one of the prime economic engines for the community of 225,000 citizens. The county is a part of the Atlanta MSA and only twenty minutes away from Hartsfield-Jackson International Airport. The median age, based on the 2014 American Community Survey, is 36. This age group has nearly doubled in the past 15 years. Population growth estimates indicate the 2020 numbers will reach over 241,000 and by 2040 close to 290,000.

Qualifications. Candidates for the position must possess a Bachelor’s degree from an accredited college or equivalent experience in the area(s) of economic development, economics, planning, business, public administration, marketing, public relations, and/or real estate. Candidate should have two years of work-related experience in a similar field. Versatile and effective communication skills required include the ability to communicate openly, honestly and respectfully with a wide variety of people, demonstrating professional etiquette and judgment. Ability to speak publicly, give reports and make presentations is vital.

Key Responsibilities. The economic development director, business development will be accountable for maintaining a high level of familiarity with the county’s marketable assets, building and site characteristics, and local and state incentives. Additional key responsibilities include working with the executive director and director of existing industry and marketing to develop programs and activities designed to generate sales leads and opportunities and convert leads to industry locations and expansions consistent with the authority’s strategic plan; develop and maintain meaningful and effective professional relationships with statewide and regional economic development project managers, utility companies, real estate contacts and site location consultants as well as established and prospective businesses through continuous contact and communications to identify new business opportunities for Henry County; and respond to Requests for Information from project managers, site location consultants and industry prospects and develops proposals and other client-centered presentations.

How To Apply. For more information regarding the economic development project manager position with the Henry County Development Authority, 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 position will be open until filled.