

POSITION ANNOUNCEMENT



HenryCOUNTY
DEVELOPMENT AUTHORITY

Economic Development Manager, Established Industry

Overview. The Henry County Development Authority, based in McDonough, Georgia (south metro Atlanta), has retained The Chason Group to lead a talent search for a manager, established industry. 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 serves as the executive director of the organization.

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 Jamal Lewis, project manager, business development and Terry Collins, 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 with concentration in economic development, business, journalism, engineering, public administration or related fields. Professionals who have completed the IEDC-certified Basic Economic Development course or ability to complete training within 12 months of employment will be strongly considered. Applicants should also have five years of experience in a development authority, chamber of commerce or related organization. Any combination of education and experience will be considered.

Key Skill Sets. 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. The ability to speak publicly, give reports and make presentations is vital. Candidates should have the knowledge of the practices and procedures of a wide range of business types including manufacturing, distribution/logistics and professional services.

Key Responsibilities. The manager, established industry position is responsible for developing and managing programs to facilitate the retention and expansion of local businesses and industry efforts within Henry County. This position will advise the executive director on program content, develop the program of work for the development authority for the established industry efforts, and will perform certain administrative and supervisory duties for the department.

Other responsibilities include:

- implementing structured business visitation programs to maintain information on current employment levels, potential facility expansions or contractions, etc., and to identify concerns and/or needed programs or services.
- developing and utilizing surveys and other research tools to benchmark and evaluate business retention efforts, to identify areas of concern for local businesses, and to evaluate the workforce and skills needs of local employers.
- coordinating activities to enhance communication between education and workforce development organizations including the Georgia Department of Economic Development, the Existing Industry Council of the Henry County Chamber of Commerce, the Small Business Council of the Henry County Chamber of Commerce, Workforce Development Boards, private industry councils and other organizations.

How To Apply. For more information regarding the 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 deadline for materials to be submitted is September 18, 2020. The anticipated start date for the position is November 2020.