



Position Announcement

Vice President, Business Development

Overview. The Chason Group, Inc. has been selected to conduct an executive search for a professional to serve as Vice President, Business Development for the Savannah Economic Development Authority in Savannah, Georgia. Tim Chason and Randy Cardoza of The Chason Group are working with the SEDA leadership to coordinate the executive search.

About the Savannah Economic Development Authority. SEDA is an independently funded organization that is responsible for creating, growing and attracting jobs and investment to the Savannah-Chatham County region. The economic development organization offers customized services to assist businesses in connecting to resources needed including workforce training programs, infrastructure, available properties, incentives, tax abatements, utilities, permitting and more. The Authority is led by a Board of Directors which provides guidance and support to a professional team of economic developers. Hugh "Trip" Tollison serves as President and CEO.

About Savannah-Chatham County. The Savannah-Chatham County region serves as an economic hub to over 910,000 citizens (regional population).



The median age in the MSA is 35.7, making Savannah's workforce young, diverse and highly skilled. Referred to as "The Hostess City of the South," Savannah is the oldest city in Georgia and has a long and colorful history that attracts millions of visitors each year. From cobblestone streets and public parks to some of the most unique Antebellum architecture of the South, Savannah is an old beauty that has aged with grace.

The Port of Savannah is the largest single-terminal container facility of its kind in North America. Operated by the Georgia Ports Authority and specializing in containers, breakbulk, RoRo, heavy-lift and project cargo, the port is comprised of two modern, deepwater terminals: Ocean Terminal and Garden City Terminal.



Position Announcement – Vice President, Business Development



Position Responsibilities. The Vice President, Business Development is responsible for continuously developing, implementing and managing SEDA's strategic plan for developing product, attracting new business and supporting established businesses in their growth.

Specific duties include developing / maintain excellent relationships with Georgia's economic development allies, real estate brokers, developers and regional partners; developing / maintaining excellent relationships with national and international site location consultants and corporate executives; serving as project manager insuring client requirements are met and exceeded during all stages of a project; planning and executing on-site visits, participating in trade missions and other travel as required; developing, managing and mentoring Business Development staff and work as a team player with all other divisions of SEDA; managing the prospect tracking system, insuring timely and accurate response and follow-up; supervising the SEDA database of sites, buildings, existing industries and demographics, insuring accuracy; and promptly responding to RFI's, RFP's and other inquiries from state partners, location consultants and companies.

Requirements. Candidates for the position must possess a Bachelor's degree, ideally with an MBA or other post-graduate work, 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.

Additional requirements include a minimum of seven years of management, executive and strategic leadership experience in the economic development field. Emphasis will be given to Certified Economic Development professional or individual in process of achieving certification.

How To Apply. For more information regarding the executive search process for the Vice President, Business Development position with the Savannah Economic 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 July 31, 2018. The anticipated start date for the position is September 2018.

