



Job Posting & Description
Executive Director
MidTown Cleveland Inc.

BACKGROUND

The MidTown Cleveland Inc. (“MidTown”) Board of Directors seeks a visionary, results-driven leader to direct and grow the organization to a multi-dimensional stakeholder service and development organization responsible for growing MidTown as a vibrant neighborhood and business innovation district.

The MidTown Cleveland service area is home to over 600 businesses and covers approximately two square miles between the region’s two largest commercial centers, Downtown Cleveland and University Circle. The success of the Health Tech Corridor that bisects the district has attracted new and diverse businesses and millions of dollars in investment in the neighborhood. For MidTown Cleveland, there is great opportunity to leverage this investment, build on the strength of the strong business climate, and create a thriving 24/7 community rivaling any destination.

Founded in 1983 by Mort Mandel, Tom Roulston, and local business leaders, the MidTown Cleveland identity and service portfolio has changed and evolved over its history. Working with the Board, the next leader must guide the organization through its next successful chapter, steering the mission and realizing the vision.

Vision: To be the best business location and highest quality urban district in Northeast Ohio.

Mission: MidTown Cleveland Inc. is a diverse community of committed people passionate about connecting their personal skills with hands-on efforts to grow Midtown as a complete neighborhood and *Cleveland’s Hub for Innovation and Creative Development*.

QUALITIES OF A SUCCESSFUL CANDIDATE

The next executive director of MidTown Cleveland must possess the following:

- The ability to lead and inspire others, from developing and articulating a strategic vision to motivating and managing a team to achieve desired outcomes
- The drive to succeed and rigorous commitment and accountability for project execution and completion
- The disposition to collaborate, forging connections with and between diverse community stakeholders and ensuring these associations lead to short-term and long-term successes
- The dedication to cultivate and maintain funding relationships, whether seeking the opportunity, making the ask, or sustaining relationships with existing and new donors
- The desire to consistently communicate the MidTown story, serving as the chief spokesperson, ambassador, and advocate for the organization and neighborhood
- The capacity to work with government, foundations and local organizations



PRIMARY RESPONSIBILITIES

Community Engagement & Collaboration

- Understands the needs and priorities of members and community stakeholders and provides ongoing support and value to them
- Effectively connects members and community stakeholders to achieve organizational goals
- Pursues opportunities to present a concise, compelling, and consistent MidTown story to targeted audiences throughout the region and beyond

Strategy Development & Implementation

- Collaborates with the board to develop and implement a strategic plan that captures the organization's overarching goals, strategic priorities, and measurable outcomes
- Develops a framework for the board and staff to track progress toward stated outcomes
- Assists the board of directors with establishing good governance practices for all facets of board functions and activities

Performance Management

- Attracts, recruits, and develops a diverse, talented team and manage them to achieve outcomes related to MidTown Cleveland's strategic plan and mission
- Works with each staff person to create a job description and individual work plans
- Consistently evaluates performance of staff and organization

Finance

- Develops and manages the organization's budget
- Manages finances of the organization to generally accepted accounting practices
- Provides timely and accurate financial reports to the board

Fund Development

- Creates plan to target needed resources and secures diverse, alternative, and sustainable revenue streams
- Connects organizational priorities with revenue opportunities
- Achieves funding targets in collaboration with the board

QUALIFICATIONS

Required

- At least 5 years experience in a related field
- Bachelor's Degree
- Excellent verbal and communication skills
- Ability to manage and lead in a multicultural environment

Preferred

- Master's Degree
- Experience working in or directly with government
- Real estate development experience



TO APPLY

Applicants must provide:

1. Cover letter that highlights your qualifications and resume
2. List of 3 to 5 professional references

Interested applicants must be willing to submit to a background check as part of the evaluation process.

Responses must be received electronically no later than 5:00 p.m. on October 30, 2015. Please send materials and direct all inquiries to Virginia Houston, Strategy Design Partners at vhouston@strategydesignpartners.com.