

ECONOMIC DEVELOPMENT DIRECTOR THE CITY OF GARLAND, TEXAS

This is an exceptional opportunity to provide leadership and management to a newly created position and department within a vibrant community that still offers a comfortable, hometown atmosphere. The City of Garland, located in the northeast quadrant of Dallas County, 15 miles northeast of downtown Dallas, is one of the largest communities in the Dallas/Fort Worth Metroplex. From its early beginning in the mid-1880s, Garland has grown to a present area of 57 square miles and a population of 227,000.

The City of Garland is seeking for its new Economic Development Director a high profile professional manager with proven leadership, entrepreneurial and technical skills in the field of economic development. The ideal candidate should be an individual who brings successful economic development skills and experiences from inside or outside municipal government. The City is looking for someone with strong management, communication and leadership capabilities and someone who can establish key relationships in the economic development field including ones with site locators and brokers.

The successful candidate will also possess as a minimum a Bachelor's degree with a major in Business Administration, Finance, Real Estate, Urban Planning or a related field. A Master's degree in a related field is preferred. In addition, a minimum of five years of related experience is required. Five to seven years of experience working in economic development with increasing responsibilities in economic development administration. A Certified Economic Developer (CEcD) or Economic Development Finance Professional (EDFP) certification is also preferred.

Evidence of continued professional development is desired, as well. Any equivalent combination of education and experience sufficient to successfully perform the essential functions of the job are seen as qualifying.

The position of Economic Development Director is a newly created Department Director position within the City appointed by and reporting to the Senior Managing Director of Development Services. Initially, the Department will consist of the Director of Economic Development, a Redevelopment Manager, an Economic Development Coordinator and administrative support.

The Economic Development Director is responsible for planning, directing, collaborating, and coordinating economic development programs from conception to completion including business retention, business attraction, retail recruitment and marketing for the City of Garland. Also, this position is responsible for promoting the attributes of the City, working collaboratively with the Garland Chamber of Commerce and developers, as well as preparing presentations and reports regarding economic development activities of the City.

The City of Garland is a home-rule City that operates under a council/manager form of government. The City Council consists of a Mayor, who is elected at-large, and eight Council Members who are elected from single-member districts. Council members may serve up to three two-year terms.

Garland's compensation philosophy is based on the commitment to attract and retain a qualified, motivated, diverse workforce that meets the standards of service and excellence required by the City.

The starting salary will be market competitive, depending on the experience and qualifications of the selected individual. The expected starting salary will be in the low \$100's. In addition, the City expects to provide an excellent fringe benefit package to the successful candidate including reasonable relocation expenses.

For additional information on this outstanding opportunity, please contact James L. Mercer, President/CEO, The Mercer Group, Inc. at 505-466-9500; jmerc@mercergroupinc.com.

Send cover letters, resumes and salary history immediately to **James Mercer, The Mercer Group, Inc., 1000 Cordova Place, #726, Santa Fe, NM 87505. Voice: 505-466-9500; Fax: 505-466-1274. E-Mail: jmerc@mercergroupinc.com; Website: www.mercergroupinc.com**

Position open until filled. Interviews with candidates of interest are expected to be held in the City of Garland in the Spring of 2014. EOE. Under the Texas Open Records laws, resumes of finalist candidates may be subject to public disclosure.

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