



## DIRECTOR OF ECONOMIC DEVELOPMENT

### THE COMMUNITY:

Seminole County, "Florida's Natural Choice", is located just north of Orlando in a beautiful suburban setting. The County offers a collection of diverse communities, including seven separately unincorporated municipalities, each offering something special from historical charm to sophisticated style.

With a business climate that fosters growth and quality development, Seminole County (pop. 422,718) is one of Florida's fastest growing communities. Industry growth in the county has taken several forms. Most notable is the location of several corporate headquarters including AAA, Mitsubishi Power Systems, Ruth's Chris Steak House, Scholastic Book Fairs and Sears Home Improvement Products. There has also been an emergence of many technology based companies like Convergys, Faro Technologies, NCR, Symantec, Team Information Systems and Team Cymru. Financial service companies providing back office services, software development, insurance and mortgage services have also clustered along the I-4 corridor. Companies such as Chase, Bank of New York Mellon, Fiserv, The Hartford, Pershing and Universal American Financial have selected Seminole County.

Orlando Sanford International Airport, located in Sanford, continues to grow adding new private sector aviation related jobs. OSIA is home to the state's largest foreign trade zone, FTZ #250, which has become a target area of development and a center for international travel, trade and investment.

Seminole County has prepared for growth with everything from an expressway/by-pass, improved roadways and pre-approved development sites to specialized job training and infrastructure incentives. The area around the expressway has been dubbed *SeminoleWay* which is a target area for development to attract high-wage jobs and businesses. The county's public school system is rated the best in the state and among the top 100 nationally; and Seminole State College is the 11th fastest growing nationwide. The median household income is the highest in the region and 4<sup>th</sup> highest in Florida. This community is not only well prepared to do business with business, but is also renowned for beautiful neighborhoods and abundant natural beauty.

As one of the top economic development groups in the world, the Metro Orlando Economic Development Commission (EDC) generates new business investment, fosters technology industry growth, international trade, and film/entertainment production for Seminole County and the rest of the four-county Metro Orlando region.

### THE ORGANIZATION:

Seminole County voters approved a charter form of county government which was effective January 1, 1989. The charter provides for enhanced citizen participation and control of the governmental process through petition and referendum amendments to the "home rule" constitution, the repeal or initiation of new ordinances, and recall of County officials. An administrative code detailing the County's regulations, policies and





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procedures in a single document is also a requirement of the charter.

The County is served by a Board of Commissioners representing each of the County's five districts. Elected by the County at large, each serves a four-year term and the terms are staggered. The Board of County Commissioners is the legislative branch of county government and individual Commissioners serve as both legislative officers and fiscal representatives of the County. A County Manager appointed by the Board of County Commissioners as the Chief Executive Officer of the County is responsible for the administration of County Commission policies. Administrative departments and divisions under the direction of the County Manager provide many services of the Board of County Commissioners.

The FY 2011/12 total County budget is \$798.5 million of which the Operating and Capital budgets comprise \$471.0 million. There are 1,290 full time equivalent employees under the Board of County Commissioners.

### **THE POSITION:**

Reporting to the Director of Growth Management, this position is responsible for leading the Economic Development Division's daily operations as well as planning for future economic and business development needs of the County. The Director of Economic Development prepares the Division's annual budget and assures continued adherence to the parameters of the adopted budget. The Director shall also develop and implement a program to attract new business and industry to Seminole County, as well as work with business leaders to retain and expand existing business enterprises within Seminole County. A critical role for this position is to establish and maintain key economic development partner relationships at both the state and local levels. The Director must have excellent communication skills and must be able to provide briefings to the County Commission and County management on proposed economic development initiatives and projects, and clear and current data on economic trends impacting the County. The position administers the coordination of County economic development activities with other County divisions, other governmental agencies, private enterprise, civic groups and the general public, and may be required to handle press and media relations relative to economic development activities. The Director will be expected to develop an implementation plan to operationalize the newly developed strategic plan for Economic Development. A download link to the Strategic Plan can be found at [www.businessinseminole.com](http://www.businessinseminole.com).

### **THE CANDIDATE:**

Seminole County is looking for a confident, knowledgeable and experienced Director of Economic Development. The candidate should be committed to sustaining the County's excellent quality of life of our community by assisting in the development and growth of economic opportunities and organizations within Seminole County. The successful candidate will possess a Bachelor's Degree in business, marketing, economics or related course of study and six years responsible experience and a proven track record of success in economic development. Master's degree in a related course of study is preferred. Certified Economic Developer (CEcD) certification is highly desirable.

### **COMPENSATION AND BENEFITS:**

Depending on qualifications, the salary range for this position is \$74,193 to \$122,387.

Seminole County's current benefit package includes:

- *Paid Time Off: 20 days annually. Accrual rates increase with service time.*
- *Paid Holidays: 11 holidays including 2 personal days.*
- *Florida Retirement System: All employees in regularly established positions are automatically covered from the first day of employment. All employees must contribute 3% of their gross pay, effective July 1, 2011.*
- *Health Insurance*
- *Optional Vision and Dental Coverage*
- *Life Insurance*
- *Long Term Disability*
- *457 Deferred Compensation Plan*
- *Flexible Spending Account and more*



## DIRECTOR OF ECONOMIC DEVELOPMENT (CONTINUED)

### **HOW TO APPLY:**

To apply for this position please go to the employment site at: [www.seminolecountyfl.gov](http://www.seminolecountyfl.gov). Applicants must complete an online application (all sections must be completed to be considered). Please include cover letter, resume, and salary history as part of your application.

Seminole County is an Equal Opportunity Employer.