

Vice President, Economic Growth Initiatives

The Greater Washington Partnership is seeking an experienced professional with knowledge and experience, in economic development, public-private partnerships, corporate strategy, and policy. The Vice President will lead a fast-paced, high-energy team working to shape, execute, and scale the Partnership's economic growth strategy, intent on making the region – from Baltimore to Richmond – the nation's leading economic engine of growth and prosperity.

Diversifying the economic drivers in the region is imperative. As the region's landscape shifts, it is clear that to be more resilient, and a greater magnet for talent and business investment, we must identify and invest in new growth industries, expanding opportunities for all.

The Partnership is looking for a strategic, entrepreneurial, collaborative, results-driven, and passionate executive to help drive forward this critical area of work. This executive will work with organizational leadership to identify, lead, and execute projects, programs, events, policy, and thought leadership to advance the growth initiatives agenda, including, but not limited to, the areas of entrepreneurship, investment, and innovation.

As our Vice President, Economic Growth Initiatives, you will be a member of the Leadership Team. Your responsibilities will include:

Strategy Setting & Innovation

- In collaboration with the Partnership's Leadership Team and external stakeholders, develop, implement, and execute a regional growth plan, rooted in diversification of our region's economy and focused on long-term sustainability.
- Work collaboratively with the Partnership's Skills & Talent, Regional Mobility & Infrastructure, and other initiative teams to identify opportunities to develop and support comprehensive approaches to economic growth.
- Serve as a strategic partner to design, develop, and implement innovative approaches for the Partnership to enhance its impact and collective voice in economic growth and competitiveness.
- Assess the market landscape, regional trends, and stakeholder needs to identify new opportunities for the organization to develop meaningful programs and research, and manage consulting teams to deliver against that vision, as appropriate.
- Develop and lead action-oriented convenings with regional stakeholders.
- Identify strategies to amplify, connect, leverage, and scale Board partner organizations' economic growth efforts.

Cross-sector Partnerships & External Engagement

- Engage with private sector leaders, industry experts, policymakers, and others to drive growth and competitiveness agenda for the region.
- Maintain, identify, and build strategic partnerships with key public, industry, nonprofit, educator, and civic sector stakeholders across the region.

Team and Portfolio Management

- Oversee the Inclusive Economic Growth and Research team with a coaching mindset to develop the skills, knowledge, and confidence for team members to succeed and take on increasing responsibility.
- Lead and oversee existing programs and communities of practice across board organizations and regional stakeholders.
- Measure and report progress and impact across existing efforts, including grant opportunities, regional data and metrics, and organizational commitments.
- Proactively seek out opportunities for collaboration and alignment across the Partnership's skills and talent, regional mobility and infrastructure, and policy groups to enhance connectivity and impact.

What We Value

- Experience in economic development or a related field, with a track record of success in driving growth initiatives.
- Demonstrated expertise in economic analysis, forecasting, and regional economic modeling to inform data-driven strategy and policy recommendations.
- Strong understanding of macro- and microeconomic principles, labor market dynamics, and inclusive growth frameworks, with the ability to translate complex economic trends into actionable insights for cross-sector stakeholders.
- Strong leadership skills with the ability to inspire and motivate cross-functional teams and stakeholders.
- Experience identifying, developing, and maintaining strategic cross-sector partnerships to position an organization for continued impact and success.
- Ability to manage multiple efforts simultaneously and adapt to changing organizational needs and an evolving economic development landscape.
- Strong leadership skills with the ability to inspire and motivate cross-functional teams and stakeholders.
- Excellent strategic thinking skills, analytical and problem-solving abilities, with a data-driven approach to decision-making.
- Executive presence and gravitas.
- Superior written and oral communication skills.

- Intellectual curiosity and a growth mindset.
- Strategic thinking, problem solving, and critical thinking skills.

The salary range for this position is \$170,000 - \$200,000 per year.

Who We Are

The Partnership is a nonprofit alliance of influential and leading employers in Maryland, Virginia, and Washington, DC. Together, we identify shared challenges and leverage our collective experience, resources and assets to offer solutions in the areas of skills and talent, regional mobility, infrastructure and inclusive economic growth. Our vision is to make the entire region, from Baltimore to Richmond, vibrant, economically competitive, prosperous – uplifting it as the best place to live, work and build a business. The Partnership is a 501(c)(3) organization. Our office is in Washington, DC just south of Dupont Circle and is Metro-accessible.

To Apply

If you are interested in joining the team at the Partnership, please submit your resume to IGjobs@greaterwashingtonpartnership.com with “Vice President, Economic Growth Initiatives” in the subject line.

What We Offer

We offer the following comprehensive benefits package designed for the needs of our full-time team members:

- Working in a hybrid work environment, in the office three days a week on Tuesdays, Wednesday and Thursdays (*subject to change in number of days and days of the week*)
- Robust time off plan – 20 days PTO
- Eleven paid holidays
- Summer half-day Fridays
- One week holiday break
- Health, dental and vision insurance paid up to 90% for employees, up to 50% for dependents
- 401(k) plan with up to 5% employer match, starting on your first day of employment
- Professional development stipend up to \$800 per year
- Monthly cell phone stipend of \$60 per month



GREATER WASHINGTON PARTNERSHIP

FROM BALTIMORE TO RICHMOND.
FOSTERING UNITY. ADVANCING GROWTH.

At Greater Washington Partnership we are committed to accepting differences! We strive to attract, develop, and retain highly qualified individuals representing the diverse communities where we live and work. The Partnership is committed to creating a diverse environment and is proud to be an equal opportunity employer. Employment policies and decisions are based on merit, qualifications, performance, and business needs. All qualified candidates will receive consideration for employment without regard to age, race, color, national origin, gender, gender identity or expression, religion, physical or mental disability, medical condition, legally protected generic information, marital status, veteran status, or sexual orientation. While we are currently unable to consider candidates that require visa sponsorship, we welcome candidates eligible to work in the United States.