

Director, Economic Growth

Greater Washington Partnership (the Partnership) is a cross-sector alliance of leading employers in Maryland, Virginia and the District of Columbia committed to championing the region's economic growth and prosperity. The Partnership seeks a Director, Economic Growth to advance our efforts to build broad-based growth and opportunity in the metro region stretching from Baltimore to Richmond. All of our work is grounded in the bedrock principle that progress must be pursued inclusively, ensuring every initiative strengthens opportunity across the region.

In June 2022, the Partnership published the *Regional Blueprint for Inclusive Growth* to serve as a 10-year roadmap guiding efforts to unlock the region's full economic potential. We are now developing a Regional Economic Growth Framework to drive a future-ready economy. The team seeks a results-oriented leader to drive execution against the Framework and develop targeted strategic initiatives that support our region's growth. This individual will leverage economic insights, develop and execute responsive programming, research, events, and engagement opportunities with external stakeholders and policymakers. This will include building and managing programs to support entrepreneurs and innovation, organizing collective action that ensures all parts of our region are on a growth trajectory, and creating opportunities to leverage the Partnership's other bodies of work to advance the growth and opportunity agenda.

The ideal candidate will be a detail-oriented communicator, strategic thinker and effective team leader with experience and interest in economic development policy and programs. Candidates should expect to lead a small team of hard-working and passionate professionals and be comfortable operating semi-autonomously in a fast-paced environment while managing multiple priorities. This position will report to the Chief Operating Officer & EVP, Strategy.

Core Responsibilities

- Serve as a strategic partner in the design and development of programs, partnerships, and thought leadership opportunities that advance regional growth and competitiveness;
- Lead execution of these initiatives and efforts to advance objectives in the forthcoming Economic Growth Framework
- In partnership with the EVP, Strategy, guide strategic initiatives as assigned that drive regional economic growth, including support for GWP's housing and sports-related growth initiative;
- In partnership with the Manager, Economic Insights & Analysis, monitor progress on key indicators and leverage data-driven insights to build the Partnership's leadership in pro-growth economic development policy;
- Develop and lead action-oriented events and convenings with stakeholders and policymakers to advance strategies supporting key regional innovation sectors;
- Identify and develop opportunities to amplify, leverage, and scale Partnership member organizations' inclusive economic growth efforts;
- Maintain, identify, and build strategic partnerships with key public, industry, nonprofit, and civic sector stakeholders across the region;
- Proactively seek out opportunities for collaboration and alignment across the Partnership's skills and talent, regional mobility and infrastructure, and policy groups to enhance cohesion and impact;

- Build relationships with staff at Partnership member organizations and manage communication and the Economic Growth Advisory Committee of the Board of Directors; and
- Assist with other responsibilities as needed.

What We Value

- A minimum of 7-10 years of experience in economic development or an adjacent public policy field in a governmental, think tank, corporate or association setting;
- Familiarity with the super-region covered by the Partnership, including state and local political dynamics and institutions in Maryland, Virginia and/or the District of Columbia;
- Excellent written and verbal communication skills, with a demonstrated ability to turn complex economic information into compelling narratives;
- Experience in economic analysis, forecasting, and regional economic modeling to inform data-driven strategy and policy recommendations;
- Attention to detail and ability to quickly master a new policy area or research topic;
- Strong interpersonal skills and the ability to work well on a small team;
- Intellectual curiosity and a growth mindset;
- Experience with PowerPoint, Excel, Salesforce, and project management tools; and
- Ability to work in a fast-paced, hybrid environment while managing multiple assignments simultaneously.

Preferred

- Master's degree in public policy analysis, urban planning or a related field;
- Demonstrated ability to lead a team and drive measurable progress against organizational goals and objectives;
- Demonstrated ability to develop relationships with government officials and senior business leaders; and
- Political or legislative experience, or other experience in the use of research and analysis for narrative building and advocacy.

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.

What We Offer

We offer a comprehensive benefits package as follows:

- Salary Range: \$120,000 - \$130,000
- Hybrid schedule, in-office three days per week (*currently Tuesdays, Wednesdays, and Thursdays; subject to change*)

- Robust time off: 15 days PTO, 11 paid holidays, summer half-day Fridays, Winter holiday break
- Health, dental, and vision insurance paid up to 90% for employees, and up to 50% for dependents
- 401(k) plan with up to 5% employer match, starting on your first day of employment
- Annual professional development reimbursement up to \$800
- Monthly technology stipend of \$60 per month
- Monthly transportation stipend of \$60 per month

To Apply

Please review our [LinkedIn channel](#) and [media coverage](#) for examples of how we execute on our mission, and consider how your skills and interests map to our work.

If you are interested in joining the team at the Partnership, please submit your resume to our [application portal](#).

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.