



Please submit a letter of interest, resume and salary requirements to
search@ntc-dfw.org.

Applications will be accepted through March 19, 2018 at noon.



Job Description - President/CEO

The Organization

The North Texas Commission (NTC) is a regional non-profit consortium of businesses, cities, counties, chambers of commerce, economic development entities and higher education institutions in the North Texas region. The NTC is the primary public-private organization committed to enhancing the overall economic vitality of and quality of life in North Texas.

Established in 1971, the NTC was chartered as a non-profit, membership-supported organization which would work to unify the North Texas region on issues and projects that maximize the visibility and development of the region around the world. The NTC's most important roles are collaborative leadership, advocacy and serving as a catalyst and coordinator for regional alliances.

There is currently a full-time staff of six individuals and a part-time consultant, and a current operating budget of \$1.4 million. The NTC offices are located at the northwest corner of State Highway 114 and Freeport Parkway—8445 Freeport Parkway, Suite 640, Irving, Texas 75063.

Governance

The NTC is governed by an 80-plus member Board of Directors representing all of the major stakeholders in the North Texas region. Additionally, the Board of Directors elects annually an Executive Committee made up of 18 members. The Executive Committee provides direction and policies for the CEO and staff, and has responsibility for the CEO's employment and compensation. The Board of Directors meets quarterly and the Executive Committee meets the week prior to each of those quarterly meetings.

Leadership Opportunity

The position of CEO and President of the North Texas Commission presents a unique and rewarding opportunity to a regionally-minded executive. This position will fill the position of outgoing CEO, James D. Spaniolo, who will retire in 2018. Spaniolo and the NTC staff will be available for transition activities.

The position is responsible for:

- Daily operations and supervision of the staff
- Serving as the visible "face" of the North Texas Commission at regional events and meetings as a speaker and/or attendee/participant

- Advocating and representing the organization in local, state and federal environments; topics include: water, air quality, transportation, education, workforce and future economic outlook
- Communicating with members and interested parties individually and collectively to build regional alliances
- Maintaining and improving financial stability of the organization through membership development and retention and creation of new potential sources of revenue.
- Recommending strategic activities to the Board to promote the region. The NTC board and staff recently approved a strategic plan and the new CEO will be responsible for implementation of that plan.

Candidate Profile

The candidate should possess most, if not all, of the following characteristics and qualifications:

- The ability to represent the NTC and North Texas in an executive and professional manner, with exemplary ethics, at all times.
- Excellent written and oral communication skills. Public speaking is a critical responsibility in this role, and the candidate must be comfortable delivering keynotes to large audiences.
- Excellent interpersonal skills and the ability to collaborate with executives and elected officials in various situations.
- A high level of energy and stamina to drive the objectives of NTC in a wide variety of settings and events throughout the day.
- A strong member focus, with the ability to grow engagement in NTC in an environment of evolving revenue models among membership organizations.
- A working public affairs knowledge of the political landscape of North Texas and the State to develop consensus and work with multiple stakeholders and partners in the region.
- Strong marketing skills to communicate the unique advantages of North Texas to domestic and international audiences.
- A record of successful accomplishment with highly complex and confidential negotiations and agreements.
- Broad working knowledge of issues important to North Texas such as regional demographics, water, air quality, transportation, education, workforce and industry economics.

Education and Experience

The position requires a Bachelor's degree from an accredited university in a field related to business, economic development, political science, engineering, public administration or communications, as well as a minimum of ten years of experience in managing complex organizations and relationships. A graduate degree is preferred. The individual must possess a highly developed network of professional contacts in the North Texas region, and knowledge of the regional commercial, governmental, educational and political climates is imperative.

Compensation and Benefits

Salary is negotiable based on experience and includes bonus potential. A competitive benefits package is available. Candidates are subject to criminal history/credit/driver's license check prior to interview.