

PRESIDENT & CHIEF EXECUTIVE OFFICER

Jackson County Economic Development Partnership



Lead a nationally respected local economic development organization with regional influence and statewide recognition.

The Opportunity

The Jackson County Economic Development Partnership (the "Partnership") invites accomplished, visionary, and relationship-driven leaders to apply for the position of President & Chief Executive Officer.

Following a period of significant organizational growth, expanded regional influence, and statewide recognition under its current leadership, the Partnership seeks its next President & Chief Executive Officer to build upon a strong foundation and lead the organization into its next chapter of success.

This is not a caretaker position.

The Board of Directors is seeking an executive who understands that economic development is more than attracting businesses or administering programs. It is about building trust, creating opportunity, solving complex problems, and developing lasting partnerships that strengthen businesses, communities, and the region for generations to come.

As the lead economic development organization for Jackson County, Ohio, the Partnership serves businesses, investors, developers, entrepreneurs, site selectors, and public-sector partners while advancing initiatives that strengthen the county's long-term economic competitiveness. Beyond its local mission, the Partnership has earned a statewide reputation for innovation, collaboration, measurable impact, and professional excellence while continuing to expand its influence throughout Southern Ohio.

The President & Chief Executive Officer will lead an organization that administers the Jackson County Port Authority, the Jackson County Land Bank, and the Joint Economic Development Initiative of Southern Ohio (JEDISO) - a collaborative partnership among Jackson, Pike, Ross, and Scioto Counties dedicated to advancing regional prosperity through cooperation rather than competition.

Recognized for consistently punching above its weight, the Partnership has demonstrated that vision, trusted relationships, and disciplined execution can overcome the limitations of geography or size. The successful candidate will inherit an organization with exceptional momentum and will be entrusted with protecting and strengthening the credibility, relationships, and culture of excellence that have positioned the Partnership among Ohio's most respected local economic development organizations.

This position demands an executive who can think strategically, act decisively, and execute effectively. The President & Chief Executive Officer serves as the Partnership's chief economic development practitioner cultivating relationships, leading complex projects, negotiating agreements, building organizational capacity, and ensuring that employers, investors, developers, and communities view the Partnership as a trusted partner in their success.

The ideal candidate understands that economic development is, above all, a relationship business. They listen before they speak. They earn confidence through responsiveness, competence, and integrity. They understand that every interaction shapes the Partnership's reputation and that ribbon cuttings are milestones not finish lines. They recognize that exceptional service after the announcement is often the foundation for the next opportunity.

For leaders motivated by challenge, collaboration, and the opportunity to leave a lasting legacy, the Jackson County Economic Development Partnership offers a rare opportunity to lead an organization with local responsibility, regional influence, and statewide respect. The next President & Chief Executive Officer will not simply preserve the Partnership's success, but rather they will have the opportunity to define its next era of impact for Jackson County, Southern Ohio, and the State of Ohio.

About the Jackson County Economic Development Partnership

The Jackson County Economic Development Partnership (the "Partnership") is the lead economic development organization serving Jackson County, Ohio, and its municipalities. Established to strengthen the county's economy through strategic leadership, business engagement, and collaborative partnerships, the Partnership serves as the community's primary catalyst for business investment, job creation, site readiness, and long-term economic prosperity.

The Partnership is committed to creating an environment where businesses can invest with confidence, employers can grow and thrive, entrepreneurs can succeed, and communities can realize their full economic potential. Working in partnership with the private sector, local governments, educational institutions, regional organizations, and state agencies, the Partnership develops innovative solutions that advance both immediate opportunities and long-term strategic priorities.

Beyond its countywide mission, the Partnership serves as a regionally significant economic development organization throughout Southern Ohio. The organization administers the Joint Economic Development Initiative of Southern Ohio (JEDISO), a collaborative partnership among Jackson, Pike, Ross, and Scioto Counties dedicated to advancing regional competitiveness through cooperation, shared resources, and mutually beneficial economic development strategies. The Partnership believes that regional collaboration creates stronger communities and that a rising tide truly lifts all boats.

The Partnership also provides professional administration for the Jackson County Port Authority and the Jackson County Land Bank, leveraging these organizations to advance strategic development, redevelopment, infrastructure investment, and site readiness initiatives that strengthen Jackson County's competitive position.

The Partnership's work extends well beyond traditional business recruitment. The organization actively engages in business retention and expansion, site development, financing programs, grant administration, strategic planning, public-private partnerships, organizational capacity

building, and regional collaboration. Whether assisting an existing employer with expansion, supporting a redevelopment project, administering gap financing programs, or coordinating a complex economic development initiative involving multiple public and private partners, the Partnership is committed to delivering professional, responsive, and results-oriented service.

Guided by a culture of integrity, responsiveness, innovation, and execution, the Partnership has earned a reputation for developing meaningful relationships, solving complex challenges, and consistently delivering results that exceed expectations. The organization believes that trust is earned through action, that partnerships are built over time, and that sustainable economic development is achieved through long-term commitment rather than short-term transactions.

Position Summary

The President & Chief Executive Officer serves as the chief executive and principal economic development practitioner of the Jackson County Economic Development Partnership. Reporting to the Board of Directors through the Executive Committee Chair, the President & Chief Executive Officer provides strategic leadership, organizational management, and executive direction for all Partnership operations while advancing the organization's mission to strengthen the economy of Jackson County and Southern Ohio.

The President & Chief Executive Officer is responsible for leading one of Ohio's most respected local economic development organizations by cultivating relationships, creating opportunities, building organizational capacity, and delivering measurable economic impact. The position requires an accomplished executive who can effectively balance visionary leadership with disciplined execution, entrepreneurial thinking with sound stewardship, and decisive action with collaborative partnership.

As the Partnership's lead economic development practitioner, the President & Chief Executive Officer serves as the primary relationship manager for existing employers, prospective businesses, developers, site selectors, investors, elected officials, regional partners, and state stakeholders. The President & Chief Executive Officer is expected to identify opportunities, shepherd complex projects from concept through completion, negotiate strategic agreements, and ensure exceptional service long after project announcements have been made.

The President & Chief Executive Officer also serves as the chief executive of the Partnership's affiliated initiatives and administrative responsibilities, including oversight of the Jackson County Port Authority, the Jackson County Land Bank, and the Joint Economic Development Initiative of Southern Ohio (JEDISO). The position is responsible for ensuring the effective administration of organizational programs, financing initiatives, grants, contracts, assets, and operations while maintaining the highest standards of professionalism, fiduciary stewardship, and organizational accountability.

Success in this role requires a leader who understands that economic development is fundamentally a relationship business. The successful candidate will build trust through responsiveness, credibility, integrity, and results. They will possess the judgment to make difficult decisions, the humility to listen before acting, and the confidence to lead organizations and communities through opportunities that create lasting economic value.

The President & Chief Executive Officer will inherit an organization with exceptional momentum and will be entrusted with preserving its reputation while leading its continued growth. This is an opportunity for a proven leader to strengthen an already successful organization, expand its regional influence, and help shape the future of economic development in Jackson County, Southern Ohio, and the State of Ohio.

Essential Responsibilities

The President & Chief Executive Officer is responsible for providing strategic leadership, executive management, and professional economic development services on behalf of the Jackson County Economic Development Partnership. While specific duties may evolve to meet organizational needs, the following responsibilities represent the core functions of the position.

Executive Leadership & Organizational Management

Provide visionary leadership and executive direction for the Partnership in fulfillment of its mission and strategic priorities.

Foster a culture of professionalism, responsiveness, accountability, innovation, and continuous improvement.

Lead, develop, supervise, and evaluate Partnership staff, contractors, consultants, and affiliated personnel.

Ensure the effective administration of organizational operations, policies, financial management, risk management, and internal controls.

Develop organizational strategies that strengthen capacity, expand operational effectiveness, and position the Partnership for long-term success.

Serve as the Partnership's chief executive while maintaining transparency and accountability to the Board of Directors through the Executive Committee Chair.

Economic Development Leadership

Serve as the Partnership's principal economic development practitioner and chief project executive.

Lead business attraction, business retention and expansion (BR&E), entrepreneurship, redevelopment, and strategic investment initiatives.

Identify, cultivate, and advance economic development opportunities that strengthen Jackson County and the Southern Ohio region.

Develop creative solutions that address business needs while advancing community and regional priorities.

Promote long-term economic competitiveness through strategic planning, infrastructure development, workforce partnerships, and site readiness initiatives.

Project Leadership, Negotiation & Relationship Management

Serve as the Partnership's primary relationship manager for employers, developers, entrepreneurs, investors, site selectors, utilities, local governments, regional organizations, and state economic development partners.

Shepherd complex economic development projects from initial opportunity through implementation and long-term relationship management.

Lead negotiations involving public-private partnerships, development agreements, incentives, financing, and strategic investments.

Build consensus among diverse stakeholders while balancing competing interests to achieve mutually beneficial outcomes.

Ensure every project receives responsive, professional service before, during, and after implementation.

Organizational Growth & Resource Development

Strengthen the Partnership's long-term financial sustainability by expanding organizational capacity and identifying new opportunities for growth.

Develop strategic partnerships that enhance the Partnership's impact and regional influence.

Support investor development, sponsorship, and fundraising efforts in collaboration with the Executive Committee and Board leadership.

Pursue grants, public-private partnerships, and innovative funding strategies that advance the Partnership's mission.

Continuously evaluate opportunities to improve organizational effectiveness and expand services.

Program, Asset, & Financial Stewardship

Provide executive oversight for the Partnership's financing programs, including gap financing and revolving loan fund activities.

Ensure compliance with all grant, loan, contractual, reporting, and regulatory requirements.

Oversee the effective administration of the Jackson County Port Authority, Jackson County Land Bank, and the Joint Economic Development Initiative of Southern Ohio (JEDISO).

Provide strategic leadership for site development, redevelopment, infrastructure initiatives, and organizational assets.

Ensure sound fiduciary stewardship of public, private, and organizational resources.

Governance, Public Leadership & Communications

Maintain productive working relationships with the Board of Directors and Executive Committee while ensuring timely communication, informed decision-making, and organizational accountability.

Serve as the Partnership's chief ambassador and spokesperson with professionalism, credibility, and integrity.

Represent the Partnership before businesses, investors, elected officials, community organizations, regional partners, state agencies, and professional associations.

Effectively communicate the Partnership's mission, strategic priorities, accomplishments, and economic impact.

Advocate for initiatives that strengthen the economic competitiveness of Jackson County and Southern Ohio.

Leadership Expectations

The successful President & Chief Executive Officer will:

- Lead with integrity, professionalism, and sound judgment.
- Listen first and seek to understand before offering solutions.
- Build trust through responsiveness, competence, and consistent follow-through.
- Exercise independent judgment while respecting the Partnership's governance structure.
- Lead decisively while remaining collaborative and approachable.
- Demonstrate an entrepreneurial mindset focused on creating opportunities rather than merely managing programs.
- Treat relationships as long-term organizational assets worthy of continuous investment.
- Understand that every interaction contributes to the Partnership's reputation and credibility.
- Recognize that exceptional economic development is measured not only by announcements, but by the long-term success of the businesses, communities, and partnerships the organization serves.

Desired Qualifications & Leadership Profile

The Jackson County Economic Development Partnership seeks a leader whose experience, character, and professional accomplishments demonstrate the ability to guide a respected and growing economic development organization into its next chapter of success.

Minimum Qualifications

The ideal candidate will possess the following qualifications and attributes:

- Bachelor's degree from an accredited college/university and/or relevant professional experience.

- Three (3) or more years of executive, senior leadership, or organizational management experience with demonstrated responsibility for strategic leadership, financial stewardship, personnel management, and organizational performance.
- A minimum of two (2) years of professional economic development experience or demonstrated experience in a closely related field with the capacity to successfully lead a comprehensive economic development organization.
- Demonstrated success building productive relationships with business leaders, investors, public officials, community stakeholders, and strategic partners.
- Valid driver's license and the ability to travel throughout Jackson County, Southern Ohio, the State of Ohio, and occasionally nationally on behalf of the Partnership.

Preferred Qualifications

Preference may be given to candidates possessing one or more of the following:

- Professional experience within an economic development organization.
- Experience in business attraction, business retention and expansion (BR&E), site selection, redevelopment, incentive negotiations, workforce development, grant administration, financing programs, or organizational leadership.
- Experience working in rural, Appalachian, or similarly situated communities.
- Leadership experience in the private sector, public sector, chamber of commerce, community development, regional organizations, or nonprofit organizations.
- Professional development through the Ohio Economic Development Association (OEDA), the International Economic Development Council (IEDC), or comparable organizations.
- Graduate degree or additional professional certifications.
- Equivalent combinations of education, training, and relevant professional experience demonstrating the knowledge, judgment, and leadership necessary to successfully perform the responsibilities of the position will be considered.

The Leader We Are Seeking

Beyond education and experience, the Partnership seeks a leader who understands that economic development is a profession built on trust, credibility, relationships, and execution.

The successful candidate will possess the ability to listen before speaking, build confidence through competence and responsiveness, and cultivate relationships that create long-term value for businesses, communities, investors, and regional partners.

The ideal President & Chief Executive Officer is comfortable making difficult decisions, accepts accountability, and understands when collaboration strengthens outcomes. They recognize that every conversation, every project, and every commitment contributes to the Partnership's reputation.

They understand that economic development extends beyond projects and announcements. It is measured by the confidence employers place in their community, the partnerships built over time, the opportunities created for future generations, and the organization's ability to consistently deliver meaningful results.

The Partnership is not seeking a caretaker. It seeks an entrepreneurial leader who will preserve what has been built, expand organizational capacity, strengthen regional influence, and pursue new opportunities that enhance the prosperity of Jackson County and Southern Ohio.

The successful candidate need not be the loudest voice in the room. They must, however, be a trusted voice; one whose judgment, integrity, and leadership inspire confidence among employers, investors, community leaders, elected officials, and colleagues alike.

Compensation & Benefits

The Jackson County Economic Development Partnership offers a competitive compensation package commensurate with the successful candidate's qualifications, experience, and demonstrated ability to lead a high-performing economic development organization.

The compensation and benefits package include:

- Competitive salary commensurate with experience.
- SIMPLE IRA retirement plan with employer contribution/match.
- Mileage reimbursement for approved business-related travel.
- Paid time off.
- Flexible work schedule.
- Professional development opportunities and support for continued growth.

The President & Chief Executive Officer will have the opportunity to lead a respected economic development organization with meaningful community impact, strong regional partnerships, and a statewide reputation for results.

The Partnership values professional growth, leadership development, and the ability of its executive leader to build relationships, pursue opportunities, and make a lasting difference in the communities served.

Application Process

Interested candidates are encouraged to submit a letter of interest, résumé, and professional references for consideration.

Candidate review will begin immediately, with initial interviews anticipated to begin July 29, 2026. The position will remain open until filled. Candidates may submit application materials by mail, email, or in person.

Mail:

Sam Brady
Jackson County Economic Development Partnership
P.O. Box 69
Jackson, Ohio 45640

Email:

Sam.Brady@JacksonCountyOhio.com
Subject line: CEO Position

In Person:

Application materials may be delivered to the Jackson County Economic Development Partnership office in an addressed and sealed envelope.

The Jackson County Economic Development Partnership is committed to a fair and professional search process and encourages qualified candidates who are passionate about economic development, organizational leadership, and community impact to apply.

The Partnership values diverse professional experiences, perspectives, and backgrounds among candidates and is committed to selecting the individual best equipped to lead the organization into its next chapter of growth and impact.