



CAREER OPPORTUNITY

CHIEF EXECUTIVE OFFICER

NEWARK CHAMBER OF COMMERCE, CALIFORNIA
ANNUAL SALARY: UP TO \$150K + BONUS + BENEFITS (DOE/DOQ)

SINCE ITS ESTABLISHMENT IN 1947, the Newark Chamber of Commerce (Chamber) has been dedicated to supporting the Newark business community. The 2020 retirement of the former Chamber Chief Executive Officer (CEO) presented a pivotal opportunity to reconsider the Chamber's relevance and role. The Chamber Board of Directors (BOD) is excited to announce that **the Newark Chamber will "Restart"** in 2023, by launching a strategic focus on economic development and recruiting the next Chamber CEO.

The new CEO will be charged with restarting the Chamber and redirecting its focus to relevant economic development initiatives that benefit the business community. This focus will strengthen the important Chamber networking and advocacy roles. The CEO will be a servant-leader for the business community, successful by listening, developing, and skillfully communicating the 'roadmap' to solve business community issues. The CEO will build relationships and collaborative partnerships. They will be an abstract thinker and comfortable with new ideas, curious to identify true underlying problems, and ready to convene subject matter experts to develop solutions and then facilitate results.

The new CEO will have the experience, talent, and moxie to run a non-profit organization in full "Restart" mode, rebuilding membership, adding to funds committed today, and developing a compelling event series, appropriate member services, and programs. If this sounds like you, apply today and get ready to make a difference!

Connect.

Grow.

Prosper.

Belong!



THE CHAMBER OF COMMERCE/ NEWARK THE CITY

THIS IS NOT A CHAMBER OF THE PAST. This Chamber is dedicated to creating and supporting the economic initiatives that improve vitality in the business community. These initiatives will be demanding, time-consuming problems that require single-minded focus, collaborative solutions, and partnerships. Each initiative will have wide support among Newark business leaders because no one business can deliver these solutions on its own. Some of these include: workforce housing, workforce mobilization and training, regulation, and DEI initiatives. In early 2022, with support from the City of Newark, the Chamber's Board of Directors acted to "Restart" the organization. This Chamber wants to attract strong membership and financial support through its servant-leader role in carefully chosen economic development initiatives, plus successful fundraising from other partners and governments.

Newark is exceptionally well located in the Bay Area, with competitive proximity to many Bay Area business hubs. Newark is in the path of business expansion from Silicon Valley because Newark has comparatively lower lease rates and buildable sites. The City of Newark proactively solves building permit problems and is known for its service. The City has been politically stable, with long-standing councilmembers and only two mayors in the last 33 years (Newark has no term limits).

These are some of many reasons businesses have and will continue to locate to Newark. Currently, the City is home to a range of businesses: high-tech, biotech, and life science, scientific applications for industry, electric vehicles and batteries, food manufacturers and harvesters, and supporting suppliers, logistics and packaging firms and consultants. R&D and advanced manufacturing are prominent across these sectors.





THE JOB

THE CHIEF EXECUTIVE OFFICER (CEO) will *build a chamber for the future* and leverage the foundational work the Board of Directors (BOD) has started. The CEO will create a strategic action plan to reach the two-year goals. They will also support local businesses and economic development and become a familiar partner and liaison to local businesses and leaders. This next CEO will work to develop initiatives that serve the best interests of the businesses community, understand public funding, and be experienced with fund development/fundraising. The CEO will be the driver to find resources to accomplish goals and initiatives but also deepen revenue streams to support stable operations and growth of the Chamber. They will work closely with the Chamber Directors and be an effective communicator, partner, and networker with business leaders, elected officials, and staff. The CEO has the opportunity to revamp the Chamber website and messaging, to frame its relationships and partnerships, define the Chamber vision, turn selected needs into action items, and establish appropriate events and programs.

The Newark Chamber Board of Directors working with the Bend Chamber CEO, developed and approved the following critical documents to guide the Newark Chamber “Restart”:

- ▶ [CEO job description](#)
- ▶ [Chamber Year 1 Business Plan and CEO Expected Outcomes](#)
- ▶ [Contractual Agreement Newark Chamber of Commerce and City of Newark](#)
- ▶ [Newark Chamber Stakeholder Report](#)

Additional information: [**At a Glance Newark Chamber History**](#) (Yesterday/today)



UPCOMING PROJECTS, CHALLENGES, & OPPORTUNITIES

The incoming CEO will be the leader to champion these goals:

- ▶ Developing a strategic plan for the Chamber of Commerce
- ▶ Developing high-priority business networking events
- ▶ Hiring essential staff and contractors for bookkeeping and accounting
- ▶ Updating the Chamber’s website and communication strategies

THE IDEAL CANDIDATE

THE IDEAL CANDIDATE WILL BE a self-starter who will serve as a catalyst for positive change. They will have a “can-do” attitude and work diligently to deliver focused, measurable benefits to the business community. The successful candidate will be organized and well-versed in planning and delivering events, programs, and initiatives. They will be a strong collaborator, problem solver, influencer, and communicator. The CEO will understand industry best practices for membership-driven organizations, the servant-leader concept and context for introducing and developing support for new ideas and strategies, and sources of funding and lobbying required to develop funds for economic development change.

The ideal candidate will also...

- ▶ Have a track record of clear, authentic, and empathetic communication.
- ▶ Possess strong budget and financial management experience.
- ▶ Serve as a change agent using the servant-leader concept.
- ▶ Contribute to the community's quality of life.
- ▶ Show a desire to help a business community succeed and grow.
- ▶ Be transparent, productive, and accountable for transforming the Chamber into a trusted, effective organization.
- ▶ Be approachable for sharing ideas, concerns, and inquiries.
- ▶ Demonstrative humility and passion for collective business and economic success.



MINIMUM QUALIFICATIONS

EDUCATION

Bachelor's degree or equivalent experience in business leadership

EXPERIENCE

- ▶ Leading successful economic development agencies or initiatives
- ▶ Budget and financial management
- ▶ Hiring and managing staff
- ▶ Crafting, implementing, and measuring success of membership and fundraising
- ▶ Development or lobbying for legislation and funding for economic development
- ▶ Managing a start-up operation
- ▶ Demonstrating curiosity and tenacity to develop solutions to challenging problems

SALARY & BENEFITS

Salary is negotiable **up to \$150,000 annually**, plus possible benefits and bonus package, depending on candidate's background and experience related to ability to accomplish defined goals, and competency regarding entrepreneurial fund development/fundraising, economic development, and community engagement.

HOW TO APPLY

For first consideration, apply by **APRIL 26** at:

>>> **WBCP JOB BOARD** <<<

SECURE THE DATES. Initial interviews will take place virtually on **MAY 19**. Final interviews will take place in person on **MAY 30**. Selected candidates must be available for all dates.

Please contact your recruiter, Wendi Brown, with any questions:

541.664.0376 direct

866.929.WBCP (9227) toll-free

wendi@wbcpsc.com

Our vision is a Chamber as a trusted source of information, a convener of pivotal partners on many issues, community leaders who will lead partnerships for creative solutions. With grit, passion, innovation, and collaboration, the Chamber can have a major impact on the future of our community and the way it unites to solve problems and improve the business climate.

The CEO will listen closely to local businesses, build relationships, craft selective economic development initiatives that meet business community needs, and create connections with local, state, and federal executives and elected officials to advance Newark's future.



NEWARK
CHAMBER OF COMMERCE