

DC Chamber of Commerce

DELIVERING THE CAPITAL



Executive Search Announcement

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Organization: DC Chamber of Commerce, Inc.
Position: Chief Executive Officer
Location: 1133 21st St NW, Washington, DC 20036
Reports to: DC Chamber Board of Directors
Salary: \$225,000 - \$250,000 commensurate upon experience

Seeking a Dynamic and Visionary leader to drive the Chamber's strategic direction and growth.

ABOUT THE DC CHAMBER OF COMMERCE

The **DC Chamber of Commerce** is the largest and top-rated Chamber in the Washington, D.C., region, serving over 1,500 diverse members. For more than 75 years, the Chamber has been a strong advocate for the local business community, offering support through public policy advocacy, networking opportunities, and educational programs. As the voice for all businesses in D.C., the Chamber strives to reduce the cost of doing business, foster business growth, and create a better environment for economic success across the District.

The Chamber's vision extends to fostering international engagement, economic development, and regional growth. As the driving force behind many of the city's business initiatives, the Chamber works closely with key stakeholders, including the Mayor, the DC Council, local businesses, and other partners, to continuously improve the business landscape in the nation's capital.

ABOUT THE ROLE AND POSITION

The **President & CEO** of the DC Chamber of Commerce is a dynamic and visionary leader responsible for driving the Chamber's strategic direction, promoting business interests in the District, and enhancing the value provided to members. Reporting directly to the Board of Directors, the CEO will serve as the chief advocate and alliance builder for the business community, guiding the Chamber's efforts to shape public policy, foster economic growth, and provide critical support to member companies.

This position leads an approximately 2.5 million organization with a dedicated team of 7 consultants, requiring a leader who can execute a comprehensive business strategy, ensure and represent the Chamber to key stakeholders and the broader community. The CEO will be the Chamber's 2025 strategic goals, including increasing member retention, growing revenue, deepening the Chamber's impact.



See more about this exciting opportunity!
Deadline to apply:
October 15, 2024.

PRIMARY RESPONSIBILITIES

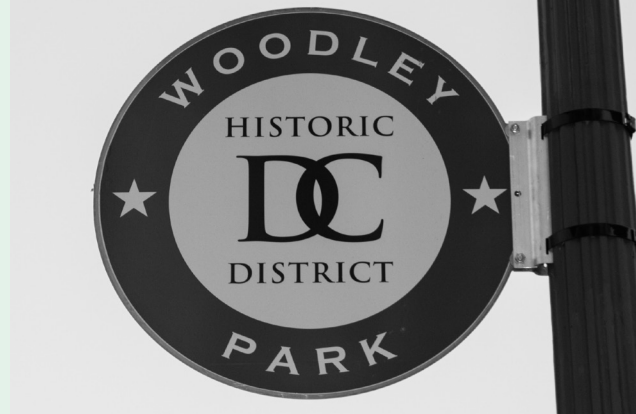
- **Advocacy & Public Policy:** Represent the Chamber and its members before local government bodies. Collaborate with other organizations to advance pro-business policies and shape the city's economic landscape.
- **Membership Growth & Engagement:** Develop strategies to recruit, engage, and retain members by providing relevant programs, services, and value-added opportunities. Build and nurture strong relationships with member companies.
- **Board Relations:** Act as a trusted partner to the Board of Directors, maintaining open communication and guiding strategic decision-making to achieve the Chamber's long-term objectives.
- **Community Leadership:** Serve as a community leader, fostering relationships with government entities, local businesses, and other key stakeholders. Lead coalitions and partnerships that advance the Chamber's mission.
- **Revenue Generation & Fundraising:** Identify and secure new sources of revenue, including non-dues funding. Oversee fundraising efforts and develop partnerships that support the Chamber's growth.
- **Staff Leadership:** Attract, develop, and retain a high-performing team. Foster a positive organizational culture aligned with the Chamber's values and strategic goals.
- **Financial & Operational Management:** Oversee the Chamber's financial health, ensuring a balanced budget and the efficient allocation of resources. Provide regular financial updates to the Board and manage investments.
- **Public Representation:** Act as the public face of the Chamber, articulating the organization's goals and achievements to media, government officials, and community stakeholders.

ABOUT THE IDEAL CANDIDATE

The ideal candidate for the CEO position will be a proven leader with extensive experience in advocacy, public policy, and organizational management. Key qualities and qualifications include:

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ABOUT THE IDEAL CANDIDATE

- **Leadership Experience:** At least 10 years of senior leadership experience in a nonprofit or for-profit organization of similar size and scope. Experience working with a Board of Directors is a plus.
- **Advocacy & Public Policy:** Demonstrated success in advancing an agenda and working with government entities, particularly in a local or regional context. Familiarity with, and strong existing relationships within the D.C. political landscape is highly desirable.
- **Revenue Generation:** A successful track record in fundraising and developing new revenue streams.
- **Communication Skills:** Exceptional written and verbal communication abilities, with experience serving as a public spokesperson.
- **Community Leadership:** Strong relationship-building skills, with a history of forging alliances with diverse stakeholders across the business, government, and nonprofit sectors.
- **Strategic Thinking:** Ability to craft and execute strategic plans that drive organizational growth and member value.
- **Financial Acumen:** Proficiency in managing budgets, developing financial strategies, and ensuring fiscal responsibility.
- **Staff Development:** A collaborative leader who can attract, develop, and inspire a diverse, high-performing team.
- **Visionary Leadership:** A forward-thinking, innovative leader who can steer the Chamber through changing economic landscapes and evolving member needs.

An undergraduate degree is required; an advanced degree is preferred.

APPLICATION PROCESS

For consideration, interested candidates will complete the following: online application, submit a resume (Word or PDF), and submit a letter addressing your interest, experience, and alignment to the mission of the Chamber and qualifications of the position. **Applications will be accepted through October 15, 2024.**

To obtain further details or inquire about this opportunity, please contact **Danisha Martin**, Senior Consultant, Search, at **Impact Search Advisors by Nonprofit HR**.

The DC Chamber of Commerce appreciates the diversity of human beings and does not discriminate based on race, age, religion, ability, marital status, sexual orientation, or gender identity.

Our Commitment to Diversity, Equity, Inclusion & Belonging



Nonprofit HR is committed to fostering and maintaining a work environment where diversity, equity, and inclusion (DEI) are fully integrated into everything we do for the benefit of our employees and the clients that we serve. To fully realize our goal, we prioritize our understanding of the complexities of DEI within our workforce to inform our approach to talent management. We believe that this guides how we do our work, advise our clients to operationalize DEI and position our content and educational opportunities help strengthen the talent management capacity of

the social impact sector.

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