



# DOWNTOWN PARTNERSHIP

## PRESIDENT

Are you a dynamic and distinguished leader committed to a vibrant Baltimore? The Downtown Partnership of Baltimore is seeking a new **President** to accelerate the growing reputation and success of their organization, and further their mission to make downtown Baltimore the best place to live, work, and play in Maryland.

### **About Downtown Partnership of Baltimore, Inc.:**

DPOB connects Maryland residents, businesses, and visitors to everything that's happening in the state's largest business center, cultural district, and fastest-growing neighborhoods. DPOB members get special access to Downtown news and information, networking events, and marketing promotions. Furthermore, their innovative programs stimulate economic development and transform public spaces.

DPOB is known as the organization that gets things done. They oversee the Downtown Management Authority (DMA), Baltimore's oldest and largest business improvement district (BID). Their programs – including uniformed operations teams of Downtown Baltimore Guides, Clean Sweep Ambassadors, and Park Stewards – make the 106-block DMA district more attractive, vibrant, and hospitable.

### **Position Summary:**

The President will provide strategic leadership and vision to DPOB and DMA, and will report to a separate Board of Directors for each organization.

Working closely with members of Downtown Baltimore business, government, and community sectors, the President will identify and articulate goals and collaborate on solutions within the bounds of DPOB's mission and strategic plan. He or she will be a catalyst for economic development initiatives and programming that elevates Downtown Baltimore, and will ensure that the organization is run with integrity, transparency, and is an excellent employer for its diverse staff.

***Successful candidates for the position must demonstrate the following:***

- Ability to forge strategic partnerships with business & government leaders, business organizations, and community partners
- Distinguished and appropriate credentials
- Relevant experience in nonprofit management, economic development, commercial development, or quasi-public sectors
- Experience working with Boards, community leaders, and volunteer leaders
- Strong experience in leading a vibrant downtown organization
- Superb communication skills
- Personal commitment to collaborative and team approach to work
- Demonstrate innovative approaches to the organization's programs and financial sustainability.
- Demonstrate a commitment to diversity and inclusion in building programs and projects to benefit downtown Baltimore.
- Be a resident of Baltimore City (or committed to becoming a resident of Baltimore City within 3 months of accepting the position).

**Responsibilities:**

The successful candidate will be responsible for the following areas :

**Organizational Strategy and Leadership:**

- Articulates a vision for Downtown Baltimore and DPOB/DMA and creates strategies to achieve this vision.
- Manages the day-to-day operations of DPOB and DMA.
- Directs a combined staff of approximately 120+ employees, and provides them with the tools and resources necessary to operate the organization successfully.

**Financial, Tax, and Risk Management:**

- Creates and recommends yearly budget for board approval, and manages organization's resources within those budget guidelines according to laws and regulations.
- Manages yearly audit and preparation of multiple federal and state tax returns and related filings, in concert with accounting firms.
- Ensures the overall financial vitality of the organization.

**Government, Community, and Public Relations:**

- Assures the organization and its mission, programs, and services are consistently presenting a strong, positive image to relevant stakeholders, including leaders in government, business, the community, and the media.

**Board Administration and Support:**

- Supports the operations and administration of the Board of Directors by advising and informing board members, coordinating with board committees, and providing ongoing board evaluation of the organization.

**Advocacy and Collaboration:**

- Provides legislative voice and testimony to key constituencies such as federal, state, regional, and local governments on issues of concern.
- Generates political support for Downtown Baltimore and advocates for legislation that enhances Downtown Baltimore.
- Collaborates with other local governmental, business, and nonprofit organizations on areas of mutual interest.
- Works with property owners, employers, and residents of Downtown Baltimore to generate support for DPOB/DMA.

**Qualifications:**

- Bachelor's degree and commensurate experience in Economic Development, Business Administration, Public or Nonprofit Administration, or related field.
- 15+ years of experience in economic development, executive leadership, and/or non-profit administration.
- Experience at local and/or state levels and with diverse business sectors preferred.
- Excellent leadership, relationship-building, and public speaking skills.
- Proven experience in obtaining and managing significant grant funding.
- Sound financial leadership.
- Knowledge of economic development, infrastructure issues, and transportation issues for Downtown Baltimore.
- Knowledge of state and local agencies involved in transportation, workforce development, tourism, and economic development.
- Strong analytical skills and experience with implementing evidence-based, outcome-driven programs.

**TO APPLY**

The Search Committee, under the direction of the Chair of the Board of Directors, will begin review of applications immediately and will continue its work until an appointment of a President is made. Applicants must submit the following in a Word Document:

- Letter of interest: Please address how you can lead DPOB/DMA as President in achieving its mission and strategic initiatives.
- Professional Resume.

[Click here to apply](#)

***When you apply, please submit your information in one document (MS Word Format, NOT PDF). For additional information about The Downtown Partnership, please consult [Downtown Partnership of Baltimore, Inc.](#)***

***Downtown Partnership of Baltimore, Inc. offers a competitive benefits and compensation package.***

***Downtown Partnership of Baltimore, Inc. is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, national origin, age, ancestry, sexual orientation, gender identity, disability, or veteran status.***