The Downtown Norfolk Council (DNC) is a focused and effective voice advancing Downtown’s position as the thriving cultural and economic center of Hampton Roads. We are looking to add an experienced Economic Development Director to our team to develop and support programs to grow the economy of downtown.

WHAT YOU’LL DO

• Focus on street-level business recruitment and retention.
• Coordinate the collection and communication of economic data specific to downtown.
• Oversee business recruitment and staff management of the Selden Market; Downtown Norfolk’s first retail incubator for new and emerging businesses.

WHAT WE’RE LOOKING FOR

• A bachelor’s degree in Economic Development, Real Estate, Business Administration, or a related field.
• At least three years of progressive, professional experience in economic development.
• Experience in staff management.
• Substantial knowledge of economic development principals, market research, and data collection and management.
• Market awareness and credibility that allows for key relationship building.
• Excellent written and verbal communications skills.
• Excellent interpersonal skills, including the ability to build relationships, build support among stakeholders, and listen and provide assistance.
• Coalition-building skills, including the ability to motivate, negotiate, and persuade stakeholders into a course of action.
• Track record exhibiting a reliable, strong work ethic and team attitude.

WHAT WE OFFER

DNC has a generous benefits package including:

• Competitive salaries
• Health and dental insurance
• 401k retirement program
• Paid time off
• Paid downtown parking

Salary: $75,000.00 to $85,000.00 per year

Please submit your resume and cover letter to HR@principlestrategies.com for consideration.