



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.

