



## EASTERN MARKET PARTNERSHIP

### President Opportunity

#### The Opportunity

The Eastern Market Partnership (EMP) Board seeks a proven leader and manager who knows how to get the best out of a diverse workforce and build high-performing teams in a non-profit setting to achieve a wide set of goals in a distinctive market district. EMP's vision is to shepherd Eastern Market's rich history to nourish a healthier, wealthier, and happier Detroit. EMP seeks an action-oriented President to work hand in glove with the CEO to successfully accomplish four key goals:

- Lead market development under the sheds,
- Revitalize the Eastern Market District in an equitable manner,
- Grow the food sector in the region, and
- Refine food programs to improve public health.

Successful candidates are expected to have demonstrated in prior leadership positions the ability to address challenging community and/or economic development issues, have managed successful programs related to place management, entrepreneurship development, and/or provision of services to vulnerable communities and/or business districts.

#### About the Eastern Market

Since 1891, Eastern Market has been at the center of Detroit's food sector. Just northeast of Downtown, this public market and adjacent 43-acre district is the largest historic public market district in the United States. Since 2006, the market has been operated by Eastern Market Corporation, a Michigan non-profit DBA Eastern Market Partnership, under the terms of a promotion and management agreement with the City of Detroit which still owns public market facilities.

EMP's work includes managing the public market and operating programs to strengthen Metro Detroit's food sector. We operate programs that increase access to healthy food and incubate and accelerate the growth of food businesses. Eastern Market Partnership also is responsible for shepherding the growth and development of the Eastern Market District and maintaining the market's core values.

## Eastern Market Core Values

- **A Place About Food.** Eastern Market and the Eastern Market District has served as Detroit's pantry for 130 years! While the area has evolved as food systems have changed food remains at the center of our existence. As our peers around the nation have been overwhelmed and lost their food centrality, Eastern Market remains one of the nation's most significant urban food districts.
- **A Place Dedicated to Serving Independent Businesses.** Eastern Market has always been a place for people, especially those with limited means to go to start and/or grow their business. Wave after wave of immigrant groups and legacy Detroiters have taken advantage of the market to gain new customers and establish their ventures.
- **A Place Where All are Warmly Welcomed.** Eastern Market is a place where all of Detroit gathers to enjoy great food and each other. This spirit of conviviality gives Eastern Market an important role as one of Detroit's premier gathering places.
- **Commitment to Racial Equity.** Located in a city where more than 80% of its residents are people of color, Eastern Market cannot hope to achieve its vision without addressing structural racism and addressing disparities in racial equity. Eastern Market Partnership must take action to improve racial equity as an organization and in the market and district that we serve.

## About the Position

### Primary Duties and Responsibilities

- Prepares and presents annual budget to the Board of Directors
- Oversees timely financial reporting and administration of appropriate financial procedures. Assists Director of Accounting in developing financial reports and budgets in a timely fashion.
- Oversees administrative functions of the corporation which includes but is not limited to overseeing hiring, firing, training, and supervising of employees and contractors and developing operating policies and procedures for the markets.
- Coordinates services provided by EMP to improve the business climate in the Eastern Market District.
- Coordinates relationships with the City of Detroit and others that provide services to improve the business climate in the Eastern Market District.
- Collaborates with the CEO, Chief Development Officer and Senior Grant Manager to secure funding necessary to sustain the organization.
- Assists Market Operations team in developing operating policies and procedures for the market and implementing programs to assure minimum quality standards.

## **Required Qualifications for the President Role**

- A minimum of seven (7) years-experience in relevant positions, particularly those related to community or economic development, place management, real estate development, public/private partnerships, civic or non-profit development, with a minimum of three (3)years in increasingly responsible supervisory or management positions in non-profit organizations
- Bachelor's degree or higher in finance, urban planning, business administration, public administration, real estate development, law, or other related professional area of study.
- Strong fiscal management skills to lead budget development and execution of annual work plans within financial constraints.
- Demonstrated ability to work with diverse team members to achieve outstanding results. Ability to recruit, train, motivate, and develop employees.
- Proven ability to strategically implement a multi-faceted community development agenda.
- Successful track record of planning, developing, and executing complicated programs and projects.
- Ability to work as a team leader, to accomplish many tasks simultaneously.
- Thorough understanding of non-profit management practices
- Extensive knowledge of the community and economic development principles.
- Effective communication skills including speaking and writing.

### **Additional Requirements:**

- Empathetic leadership to build strong internal teams comprised of both part - time / hourly wage staff as well as professional salaried personnel.
- The soul of a servant leader to engage with vendors, merchants, and market customers inways that build strong relations and support gradual improvements towards achieving market and district development goals.
- Must have demonstrated cultural competency, candidates must be comfortable and capable when dealing with people from a wide variety of races, ethnicities, and walks of life.
- Committed to furthering racial equity in the organization, under the sheds and in the district served by EMP.

## **Salary & Benefits**

The Salary for the President position ranges from \$125 - \$150,000 per year. The position includes four weeks of paid vacation per year, full health insurance after 60 days of employment, and a 401 (k) plan after one year of service.

Candidates should contact [jamal@thejobplugs.com](mailto:jamal@thejobplugs.com) for more information and consideration.