



318 Main Street, Suite 400
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POSITION DESCRIPTION:

River Vision Advancement Director

Effective: July 2024
Type: Full-time, Exempt
Reports to: Chief Economic Development Officer

The Evansville Regional Economic Partnership (E-REP) is passionate about building a stronger Evansville Region. The River Vision Advancement Director is a key member of the economic development team and will be a central part of advancing our [Sasaki-crafted plan](#) for reimagining a 50-mile stretch of the Ohio River - our most important regional asset. The Ohio River Vision and Strategic Plan and its planned regional riverfront development will be an impactful enabler of our regional population growth and talent attraction goals. An activated Ohio Riverfront has been called for in public input for almost a century in the Evansville Region, and this person will be the key to seeing it to fruition. The position will exert material authority over the development of strategies, funding, and outcomes for the comprehensive riverfront strategy, a critical component of E-REP's ongoing strategy.

A successful River Vision Advancement Director will have strong personal accountability for results, strong commitment to teamwork in support of E-REP's mission, adherence to ethical best practices, and comfort operating in a fast-paced environment with an ability to prioritize and drive actions towards positive community impact. This position is responsible for driving regional riverfront planning and real estate projects and will keep the vision of building a thriving and active riverfront at the forefront of what they do, anticipating the opportunities and steps needed to get there.

The River Vision Advancement Director's every day actions will exemplify the guiding principles of E-REP. The position operates regionally, commits to equitable prosperity, keeps small business front and center, leverages the unique value of both the public and private sectors in delivering success, and advances regional prosperity and global relevance.

Scope of Work

The role and responsibilities of the position will include but not be limited to the following:

- Serve as the community champion for regional riverfront development, utilizing all appropriate opportunities to galvanize stakeholders towards the ultimate vision for a transformational riverfront destination.

- Create multi-faceted, multi-phase strategy to drive development outcomes at the Ohio Riverfront in coordination with the Ohio River Vision and Strategic Plan.
- Provide project management direction and oversight to Sasaki and external team of consultants on riverfront work and serve as main point of contact for E-REP staff on riverfront projects including overall supervision, budget monitoring, goal setting, strategy development, and outcomes.
- Lead development efforts along the riverfront, serving as the key link between consultants, elected officials, anchor institutions, government employees, philanthropists, developers, contractors, and the business community.
- Be an expert relationship builder, with the ability to understand how the internal structures of businesses, funders, government entities, and external stakeholders operate to effectively navigate organizational processes, obstacles, and systems.
- Communicate, interact, and develop beneficial relationships with business leaders, potential/secured investors, contractors, architects, funders, financial institutions, and other project anchor organizations along the riverfront to ensure open lines of communication and strategic alignment with riverfront goals. Exhibit the ability to present complex topics and projects into clear, concise, easily understandable communication with clear calls to action.
- Assist with negotiation and the management of professional service contracts, land acquisition and development, and regional riverfront development-oriented negotiations, as applicable.
- Serve as a liaison with various local, state, and federal agencies, coordinating projects with agencies as necessary and appropriate.
- Develop and maintain project tracking and management systems to keep assigned projects on schedule, ensure compliance with any applicable regulations and support successful outcomes.
- Have a working knowledge of real estate development process and available financial incentives.
- Display excellent written and oral communication skills; present the vision for the riverfront often to Board of Directors, government entities, funders, broader community, and other external stakeholders.
- Develop requests for proposals (RFPs) and recruit developers to respond to RFPs for future real estate development along the riverfront.
- Analyze project schedules to ensure progress is being made to meet critical paths identified.
- Assist in developing materials for project communication, presentations, and updates for the public.
- Manage & organize multiple iterations of electronic project files.
- Assume full responsibility for specialty projects.
- Engage in public policy efforts along other E-REP leaders, advocating for the importance of continued quality of place incentives.
- Maintain and reconcile project budget(s) against actual expenses and costs incurred. Coordinate directly with Accounting/Finance. Keep impeccable records.
- Collaborate with Program Manager on READI and/or CDC-related riverfront tasks or projects, and with the Grants Administrator on appropriate grant opportunities for the riverfront to advance investment opportunities.

- Collaborate with E-REP management, clearly communicating when their resources or influence are needed to advance the riverfront development vision.
- Support E-REP's strategic goals to meet objectives and increase economic development opportunities.
- Attend evening meetings and weekend events as required.

This position performs any other functions necessary for the smooth and efficient operation of E-REP and the execution of regional riverfront development.

Key Qualifications and Personal Attributes:

Qualifications:

Education:

Bachelor's degree or advanced degree required.

Experience and Skills:

- 10 years of professional experience in economic development, real estate development, capital campaigns, or business development required.
- **Strategic Vision and Agility** – ability to think strategically, anticipate future consequences and trends, and incorporate them into the organizational plan.
- **Diplomatic Mindset** – strong interpersonal and diplomatic skills required to move project towards completion by developing a range of relationships aimed at success; patience and skill to work with the complexity of public/private constituencies; ability or experience in private, public, and 'open' meetings of all sizes.
- **Results** – proven track record of exceeding goals and a bottom-line orientation; evidence of the ability to consistently make good decisions through a combination of analysis, wisdom, experience, and judgment; high level of business acumen including successful P&L management; the ability to balance the delivery of programs against the realities of a budget; and problem solving, project management, and creative resourcefulness.
- **Capacity Building** – ability to effectively build organizational capacity, develop a nationally recognized riverfront, and ensure the execution of such runs smoothly.
- **Action Oriented** – enjoys working hard and looks for challenges; able to act and react as necessary, even if limited information is available; not afraid to take charge of a situation; can overcome resistance to leadership and take unpopular stands when necessary.
- **General Management** – Understanding of best practices for quality of place development including planning, budgeting, real estate analysis, finance, fundraising, and marketing.
- **Communications** – Exceptional written, oral, interpersonal, and presentation skills and the ability to effectively interface with senior management, board of directors, and staff.
- **Proactive Mindset** – Energetic, flexible, collaborative, and proactive; a team leader who can positively and productively impact both strategic and tactical finance and administration initiatives.
- **Community Oriented** – Passionate about the Evansville Region and E-REP's mission and guiding principles.

About the Ohio River Vision and Strategic Plan

Led by the leading global planning and architecture firm, Sasaki, The Ohio River Vision and Strategic Plan casts a plan for a 50-mile transformation of riverfronts to advance Evansville Regional plans for population growth, economic development, sustainability goals and equitable resilience. The plan was released in May, 2024 following a year-long planning process which included over 2,500 public comments. More information can be found in this [final plan report](#), or in this [plan summary](#).

About the Evansville Regional Economic Partnership:

The Evansville Regional Economic Partnership (E-REP) was formed on April 1, 2021 as a result of a strategic alignment of three existing business organizations serving the Southwestern Indiana area – Southwest Indiana Chamber of Commerce (Chamber), Economic Development Coalition of Southwest Indiana (EDC) and the Growth Alliance for Greater Evansville (GAGE) as well as two separate Foundations—Southwest Indiana Chamber Foundation, Inc. and Quad County Development Commission, Inc. This unique and innovative partnership, which includes a 1,500-member Chamber of Commerce and Southwest Indiana’s two leading economic development organizations, represents a comprehensive approach to support the business community. The primary mission of E-REP is to encourage business attraction and expansion, job creation, and business investment to foster and promote a thriving economy throughout Southwest Indiana. By aligning the three organizations and the two foundations, E-REP provides a more comprehensive set of supports and services and is as the single point of contact for companies looking to locate or expand in Southwest Indiana. In addition, through effective and ongoing advocacy efforts, E-REP represents a powerful voice in promoting policies that foster a more business friendly environment throughout the region. The regional partnership with the Indiana Small Business Development Center continues with E-REP. Guiding Principles for E-REP:

- Operates regionally
- Commitment to equitable prosperity
- Small business is front and center
- Leverage the unique value of both the public and private sectors in delivering success
- Advances regional prosperity and global relevance.

Interested candidates should apply [here](#). More information on E-REP can be found at evansvilleregion.com.