



## **Northern Virginia Chamber of Commerce – President & CEO Search**

The McCormick Group has been engaged to handle the search for the President & CEO of the Northern Virginia Chamber of Commerce. The search team includes McCormick Senior Vice President Lyles Carr, Department Managing Principal Elizabeth Humphrey, and Principal Susy Howard.

The Northern Virginia Chamber of Commerce recognizes Northern Virginia as a singular economic unit led by a world-class business community rather than as a series of localities defined by jurisdictional boundaries. The Chamber believes success for Chamber members, business in Northern Virginia and business across greater Washington comes from regionally-focused collaboration. As a leading voice for business in Northern Virginia, the Chamber envisions working with business and elected leaders, other business organizations, and top institutions to preserve and grow the region's economic engine.

While pursuing that regional vision, the Chamber offers business development opportunities to organizations interested in growth through knowledge, access and influence in Northern Virginia, the Commonwealth of Virginia, and the metropolitan Washington Region. The Chamber promotes and supports the business community by engaging in thought leadership, strengthening industry knowledge, advocating for business positions, and supporting key partnerships.

The CEO will be an individual of high integrity, ethics and character. He or she may come from business, the nonprofit sector, or government. While s/he does not now have to work or live in Northern Virginia, the CEO will have the ability to quickly understand the dynamics, issues and organizations important to business in Northern Virginia and the larger metropolitan Washington region. S/he will further be attuned to the interests of the Chamber membership and driven to ensure high quality program content that is cutting edge, supportive of the Chamber's stated goals and objectives, and relevant to members.

The CEO reports to the Chamber board of directors, is responsible for providing the board with appropriate and timely information needed for strategic decision-making, and implements policy set by the board.

The most visible representative of the Chamber, the CEO will play the leading role in raising awareness of the impact of the Chamber and Chamber members on the region and state. S/he will cultivate trusted relationships to work collaboratively, transparently and effectively with a

diverse set of constituents to include volunteers, staff, members, prospective members, elected officials and other community leaders. Further, s/he will have the collaborative style and consensus-building skills to form and nurture effective partnerships and key alliances with community business leaders, political leaders, media and other stakeholders within the region and state.

The CEO is responsible for the leadership and overall management of the organization, including the budget, operations, membership and sponsorship efforts, programming, government relations & public affairs, staff development, and marketing & communications.

The CEO will work with Chamber staff and the Finance Committee of the board to develop the annual budget and oversee and engage in resource development efforts to ensure the financial health and operational effectiveness of the organization, and will have a leading role in meeting the Chamber membership growth and retention goals.

The CEO will assess the operating structure of the Chamber to assure it aligns with the mission and vision and best supports the effectiveness of the staff in creating the highest return to members and achievement of the Chamber's goal.

As the primary leader of a dynamic organization with evolving responsibilities, the CEO will be responsible for working with the board to develop a sustainable strategic plan that will incorporate metrics to evaluate the Chamber's success in implementing the plan. Successful implementation will be the CEO's responsibility, with a constant focus on maximizing membership value, displaying the highest levels of professionalism within the Chamber and the community, and being an inspirational voice for the organization.

Please forward confidential expressions of interest or referrals to The McCormick Group at [novachamber@tmg-dc.com](mailto:novachamber@tmg-dc.com).