

Executive Director
The Phoenix Community Development Corporation
Martinsville, VA

The Phoenix Community Development Corporation was established in 2009 with the assistance of the Harvest Foundation in Martinsville, Virginia. Its mission is to assemble public and private resources to undertake impactful real estate development that will lead to the expansion of commercial and affordable housing opportunities in Martinsville and in the Henry County region. Its primary target will be the uptown commercial district of Martinsville increasing its geographical footprint overtime to also address the community development needs of the region.

Phoenix CDC is seeking a seasoned executive experienced in real estate development and organizational/business management with an understanding of complex development finance and how to leverage public and private sources.

Responsibilities:

- Build a new real estate development oriented CDC, including managing a strong team of real estate development professionals, establishing effective operating systems
- Build and managing a strong network of community stakeholders and ensure that the voices of neighborhood residents and other community leaders are included.
- Establish a strategic direction for the organization in concert with the Board of Directors to ensure its sustainability
- Build Board leadership and assure the organization's timely and consistent attainment of its goals.
- Conceive and develop a pipeline of real estate projects within the service area that will both carry out the development goals of the overall business plan and contribute to the profitability of the corporation.
- Create and implement community development strategies to include: home ownership, multi-family and mixed-use developments, rehabilitation of older buildings, development of community facilities and open space.
- Develop and maintain relationships with public and private financing sources, as well as local and regional funders to further community development initiatives.
- Assist in planning and facilitating the implementation of the Uptown Partners Collaborative Initiative to support the City's overall economic growth.
- Build strategic relationships and partnerships with government and the business community.

Qualifications:

- Proven experience in creating and managing urban residential/commercial real estate development; this experience should include most, if not all, of the following: complex development financing, an understanding of existing subsidy sources, construction management, housing and commercial design, property management, negotiations and marketing.
- Demonstrated ability to build and manage a capable and highly productive team of development professionals; possess superior project management skills.

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- An interest in leading a startup organization; strong business management experience; prior experience with a startup organization is highly desirable.
- A commitment to the organization's mission and vision: increasing values for the target area, building mixed-income communities and promoting and integrating community development opportunities for the city and the county.
- Ability to build strong, positive community relationships, experience working in small or mid-size communities.
- Demonstrated ability to raise funds from variety of sources.
- Possess at minimum a Bachelor degree in Finance, Business, and/or related field or have the equivalent experience.

Personal Attributes

The ideal candidate is a successful real estate development professional with a strong business sense that has demonstrated team and project management capabilities, and is adept at managing the expectations and requirements of both public and private parties throughout the development process. He/she will be a self-starter and strong manager who is comfortable in both the role of an entrepreneurial decision-maker and team-player. He/she has the combine ability to create a vision of a development project with an eye for the detailed work required in bringing a project to fruition. He/she will be flexible, having the ability to adapt to a variety of roles and to deal well with ambiguity and unstructured situations.

Starting salary plus fringe benefits, is commensurable with experience. Interested candidates should send a cover letter, resume and salary requirements to the address below. Any inquires should be forwarded to the address below. Anticipated placement for this position is to occur by March 2010.

GUI Search
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