



Director, Economic Development

The Municipality of Clarington is located on the eastern edge of the Greater Toronto Area, with a population approaching 110,000 residents – and growing. One-hour east of downtown Toronto, the municipality includes four urban centres (Courtice, Bowmanville, Newcastle, Orono) and several hamlets. Clarington has reason to celebrate. The opportunities created by several of Canada's largest infrastructure projects continue to help strengthen the foundation for attracting investment. A community defined by diversity and embedded in history, Clarington has economic strengths in agriculture, energy (home of Darlington Nuclear), manufacturing, tourism and retail and food services within and beyond three historic downtowns. Clarington offers residents a blend of urban living and rural charm and an environment for collaborative investment.

Inspire Our Future

The **Director, Economic Development** is a key member of the management team, providing visible and inspiring leadership with strong communication and decision-making skills, and a thorough understanding of innovative best practices in economic development and investment attraction. The position reports to the Deputy CAO of Planning and Infrastructure, however, on an interim basis is reporting to the CAO. The Director is responsible to operationalize the strategic direction for Clarington's economic development services, to identify obstacles to economic development, recommend changes and to create a framework and approach to support a growing business and residential community, and most importantly to secure new investments.

The Director will work closely and collaboratively with the CAO, the Deputy CAO, Mayor and Council, and other municipal departments, as well as, developing relationships with major prospects, senior executives, the local business community, elected officials and Invest Durham. The collaboration between the Municipality and the Clarington Board of Trade is unique. The Board of Trade's role in facilitating the Business Retention component allows the Director and their team to concentrate on business investment and attraction. By partnering on the expansion component, they create a symbiotic relationship that benefits both parties. This strategic arrangement ensures that the Director has the necessary runway to focus on crucial aspects of economic development.

As the catalyst in operationalizing our economic development strategy while securing staff and resources to support growth. The Director and team will pursue, develop, implement, monitor and report on municipality-wide strategic economic initiatives and incentive programs. Priority attention will be given to industrial and strategic land development, economic partnerships, and operational support for business growth and retention.

The successful incumbent will demonstrate a sound understanding of global, national and regional economic trends. The ability to design and implement economic development programs that reflect an understanding of local government and its interface with the business community, senior government, and other agencies is integral to success. Driven by excellence, the Director will have a strong desire to make a positive and lasting impact on Clarington for its citizens, businesses and investors. Innovative, agile and collaborative, the Director will demonstrate excellent leadership and interpersonal skills and the ability to inspire, motivate and coach staff to achieve results.

The Director is accountable for service delivery in alignment with program area objectives, corporate goals and priorities, and compliance with legislated requirements and Municipal policies, while meeting the management performance expectations of Council and the Senior Leadership Team. The position will develop and administer the division's annual operating and capital budgets, track variances and recommend adjustments as required, write reports and make presentations to management, Council, potential prospects, business organizations, economic development forums, the media and others.

Ideal Minimum Qualifications

The ideal candidate will possess the following minimum qualifications:

- **Education:** a University Degree in Economics, Business Administration, Public Relations, Marketing, Planning or related field;
- **Management:** at least nine (9) years of progressively responsible experience, including five years in a senior management role, in positions providing exposure to community development, business development, including experience in Economic Development, and Marketing for investment attraction;
- **Economic Development:** Must understand municipal affairs, business principles and market analysis and have a good knowledge of marketing and business promotion. Knowledge of the real estate and geographic and socio-economic characteristics of the Municipality of Clarington is considered an asset;
- **People Leadership:** Demonstrated ability to lead, motivate and influence staff and external contacts;
- **Program Delivery:** Excellent organizational and interpersonal skills; the ability to solve problems and meet deadlines under pressure; experience with statistical analysis and research is an asset;
- **Financial Management:** Must have general knowledge of principles of accounting, budgets, forecasting, short- and long-range planning;
- **Legislation:** Must have a good understanding of municipal planning processes, provincial policies, and working knowledge of the Ontario Municipal Act, Planning Act and Regulations;
- **Communications:** Must have excellent verbal, written, and visual communication skills; ability to make oral presentations; ability to develop and use graphic aids.

Benefits of working for the Municipality of Clarington include

- **Location** – convenient and centrally located office in Clarington, Ontario.
- **Virtual work policy and a modern office environment** – Clarington offers hybrid work opportunities, with the municipal office located in a modern office environment with available parking.
- **Employee Development** – leadership training opportunities to further enhance your skills.
- **Lower housing costs** – Clarington provides opportunities for a robust and affordable lifestyle. The choices range from more-developed urban centres, to rural properties. Housing options are more affordable than many other regions in and around the Greater Toronto Area.
- **Compensation and Benefits** - a very competitive salary, benefit and vacation package including a defined benefit pension plan through www.omers.ca

How to Apply

To explore this opportunity, please apply via email with a covering letter and resume as soon as possible and not later than May 14, 2024, to careers@waterhousesearch.net quoting project **CL-EcDev**. Interviews will begin mid May. The role however will remain open until a successful hire is made.

Should you wish to speak to our Executive Recruiter or to receive an information package please contact or Tim Lukasewich at 416-214-9299 x8, tim@waterhousesearch.net or Jon Stungevicius at 416-214-9299 x1, jon@waterhousesearch.net.

All applications will be held in strict confidence. We thank all applicants, however, only those selected for an interview will be contacted. Personal information is collected under the authority of the Freedom of Information and Protection of Privacy Act and will be used for employment assessment purposes only.