

**Chief Executive Officer
Greater Victoria Chamber of Commerce
Victoria, BC**

Chemistry Consulting Group is proud to partner with the Greater Victoria Chamber of Commerce (The Chamber) to search for a passionate and strategic **Chief Executive Officer**.

As one of the largest of the 131 chambers across BC and with a mission of “Working Together to Build Good Business and Great Community” The Chamber works on behalf of, and advocates for the whole of the Greater Victoria region, with its 1400 membership reflecting the diversity of the business community.

The Chief Executive Officer (CEO) is the public face and external representative of The Chamber. The CEO is responsible for establishing a positive public profile and for speaking on behalf of The Chamber members on a wide array of public policy and community issues that affect their ability to do business in the region. The CEO sets the tone of, and the reputation for, this remarkable organization.

Key Areas of Responsibility

- Leadership of The Chamber – in particular, leadership on issues that affect good business, chamber members, staff, other business community stakeholders and advocating to government.
- Strategic Planning – creating and implementing processes that allow the chamber board and staff to plan and to execute the plan.
- Financial Management – ensure the chamber has the means to operate, and lives within its means, by generating revenue and avoiding deficits.
- Risk Management – identify and manage risks to the organization to protect its reputation and ensure continuity.

The new CEO will bring vision, innovation and creativity to allow The Chamber to continue as a leader in bringing new ways to add value to its members but also extending its reach outside the traditional working relationships of the past and forging new and effective connections to diverse individuals and organizations within the region, thus attracting and retaining members.

The successful candidate must bring a passion for working for a member-driven organization, have experience working with a Board and facilitating and implementing both a long- term strategic plan as well as an annual business plan focused on delivering results to a wide range of business and community leaders.

You will be known for your diplomatic style, bold thinking and strong work ethic as well as your collaborative nature. You will bring your proven ability to coach and mentor staff, to work effectively with diverse stakeholders, to create change with a positive approach to problem solving where you ensure all parties are working towards a shared vision and embrace new ideas.

You will need high energy and will bring innovative marketing and communications initiatives to the table and be savvy working with a new generation of entrepreneurs and business leaders. As a nimble and progressive relationship-builder you understand the changing landscape of how business connects to the community it serves and you can relate to the members across the organization and speak effectively to government decision-makers on their behalf.

To ensure success, you will also bring:

- Experience with public policy, government decision-making processes, media relations and effective advocacy.
- Ability to create strategies, campaigns and services to attract and retain members and to create and present a compelling case for joining and participating in The Chamber to a wide variety of organizations.
- A proven leader who can develop, create and implement business strategies and key performance indicators to define and achieve the goals of a chamber of commerce.
- Positive leadership style and committed team player who embraces collaboration and consultation.
- Experience managing people, budgets and the operations of a not-for-profit member-funded organization.
- Commitment to customer service and providing value for money to members, including an understanding of the role and importance of customer relationship management (CRM) software and electronic service delivery.
- Understanding of marketing, sales strategies and the decision-making processes of current and future member businesses.
- Excellent written and oral communication skills. Strong presentation abilities to small and large audiences and organizations of every type.
- Solid financial acumen coupled with an entrepreneurial approach to the business of the organization.

- A proven ability to developing team members, create incentives and succession plans, ensuring team members are empowered and have clear accountabilities and deliverables.
- Knowledge of the region, its economy, governance and key stakeholders.

If you are interested in this remarkable opportunity, please visit <https://chemistryconsulting.ca/current-opportunities> and follow the prompts to submit a resume and cover letter outlining your suitability by **Friday, March 27, 2020**.

We thank all who apply but only those considered to be appropriately qualified will be contacted for further consideration.