



Greater Mankato Growth, Inc.

President and CEO

Department	Greater Mankato Growth, Inc.
Reports To	GMG Inc. Board of Directors
Supervisory Duties	Yes
FLSA Status	Exempt
Benefits	Yes

POSITION DETAILS

The President and CEO of Greater Mankato Growth, Inc., an integrated family of business units, serves as a visionary leader, responsible for guiding the organization’s strategy and overall operations. Reporting to the GMG, Inc. Board of Directors, the President and CEO leads the organization in promoting a thriving and sustainable community by being a connector, convener, and advocate for the region’s business and resident communities. This position requires a skilled strategist and executor, capable of inspiring a committed team and fostering meaningful relationships with a diverse set of stakeholders. The President and CEO is accountable for GMG’s economic development, advocacy, and communication efforts, and works to ensure the organization’s mission, vision, and strategic initiatives across all business units are effectively implemented.

Professional/Technical Duties and Responsibilities

The duties listed below are intended only as illustrations of the various types of work that may be performed, with or without reasonable accommodation. The omission of specific statements of duties does not exclude them from the position if the work is similar, related, or a logical assignment to the position.

- Serve as a visionary community leader and spokesperson, collaborating with diverse groups and local officials to ensure a vibrant economic environment and high quality of life for businesses and residents in the Greater Mankato region.
- Act as the primary advocate and spokesperson for GMG, Inc., promoting its mission, brand, and strategic goals.
- Lead GMG, Inc. efforts in economic development by fostering business expansion, attracting a diverse workforce, and supporting regional growth.
- Lead the strategic planning process in partnership with the Executive Committee, Board of Directors, and staff to define the immediate, mid- and long-term strategic plans.
- Oversee the development and implementation of GMG, Inc. vision, mission, and operational plans, ensuring alignment with organizational priorities and regional needs.
- Cultivate and manage relationships with business leaders, civic groups, government officials, and other key stakeholders to promote the goals of GMG, Inc.
- Attract, retain, and develop a highly talented staff, providing clear direction and fostering a supportive and motivating work environment.
- Ensure financial soundness by maintaining fiscal responsibility, transparency, and a balanced budget.



- Collaborate with the Executive Committee and Board of Directors to provide counsel and guidance on key programs, policies, and initiatives.
- Represent GMG, Inc. at community events, meetings, and other public forums to further its mission and objectives.
- Support membership and investor engagement, retention, and growth by ensuring the value proposition remains relevant, attractive, and continually evolving.
- Oversee organizational operations, ensuring the achievement of GMG, Inc. strategic goals and objectives.

Supervisory Duties and Responsibilities

- Manage, lead, and inspire Business Unit Directors and support staff. Provide clear guidance, set performance goals, and support professional growth opportunities for team members.

POSITION REQUIREMENTS

Required Skills, Experience, and Education

- Bachelor's degree or relevant industry experience.
- Proven leadership experience, with a track record of success in strategic management and operations.
- Experience in economic development, business growth, and workforce attraction.
- Strong public speaking and communication skills, with the ability to advocate for the organization's mission
- Experience in fiscal management, including budgeting and financial oversight.
- Valid driver's license.

CORE COMPETENCIES

- Proficiency in Microsoft Office Suite.
- Strong interpersonal and communication skills, with the ability to build relationships and inspire collaboration.
- Ability to think strategically and execute effectively in a fast-paced environment.
- Expertise in community and economic development, with a focus on business growth and sustainability.
- Ability to engage and motivate staff, fostering a high-performance culture.
- Strong organizational and project management skills, with the ability to set and meet goals.

Physical and Mental Requirements

The physical demands described are representative of those that must be met by an employee to perform the essential functions of the job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Activities that occur constantly (5–8 hours/shift): sitting, talking, hearing
- Activities that occur frequently (2–5 hours/shift): standing, walking, repetitive motions, eye/hand/foot coordination
- Activities that occur occasionally (up to 2 hours/shift): reaching, handling, grasping, feeling
- Activities that occur rarely (do not exist as regular part of job): lifting, carrying, pushing, pulling, climbing, balancing, stooping, kneeling, crouching, crawling



Working Conditions

- The work is primarily office-based with the potential need for occasional lifting of office supplies of up to 20 pounds.
- Attendance at Board of Director meetings and other related sessions and events may be required.
- Occasional overnight travel.
- This position requires irregular hours, often exceeding 40 hours per week, including early mornings, evenings, and occasionally weekends. As a professional salaried role, the focus is on delivering results rather than strictly adhering to a 40-hour workweek. The responsibilities of this role demand flexibility and a willingness to invest additional effort to achieve goals. Accountability for outcomes is a key expectation, which may necessitate dedicating extra hours to ensure the success of projects and the timely completion of deadlines.

Greater Mankato Growth, Inc. is an Equal Opportunity Employer. In compliance with the Americans with Disabilities Act, reasonable accommodations are offered to qualified individuals with disabilities. Prospective and current employees are encouraged to discuss potential accommodation with the employer.

Employee signature below constitutes employee's understanding of the requirements, essential functions, and duties of the position.

Employee Name

Employee Signature

Date

EEO Policy: Graeter Mankato Growth, Inc. and its subsidiary companies are committed to providing equal employment opportunities to all employees and applicants for employment without regard to any legally-recognized basis "protected class" including but not limited to: veteran status, uniform service member status, race, color, religion, sex, national origin, age, physical or mental disability, sexual orientation or marital preference, genetic information or any other protected class under federal, state, or local law.