

Chief Strategy Officer (CSO)

Emphasis: Strategic Direction, Economic and Community Development

FLSA Exempt Position: The Chief Strategy Officer is a high-level management position charged with brainstorming both short-term and long-term milestones and goals. It is imperative that the organization's initiatives are in line with its visions whether it's a one-time project or the cultivation of partnerships.

This position is appointed by and serves at the pleasure of the City Manager. Works more than thirty hours per workweek without additional compensation to perform assigned duties, including weekends, evenings, early morning hours and holidays as required.

Serves as a key advisor to senior officials, who makes recommendations which help shape significant City policies or programs, who represents the City in strategic arenas, without having full accountability for managing resources to achieve specific outcomes. Provide insightful focus on critical business levers to drive growth. Contribute actively to the evolution and execution of strategic and business plans across functions. Work closely with the executive team to evaluate current and future operating performance with the objective of maximizing shareholder value, maintaining and improving financial flexibility and enhancing the city's overall financial position.

Duties are performed under the general supervision of the City Manager but will engage with various personnel and/or departments in the furtherance of assigned duties. Work is performed with independence, initiative, and wide latitude for judgement allowing sovereignty to carry out policy decisions and goals as set forth by the city strategic plan and as assigned. Work involves representing city leadership in various public and private economic and community development activities including, but not limited to conceptional program design, development implementation strategies and schedules, solicitations of private developers/investors, economic and community planning, and budget preparation.

GENERAL FUNCTION: Within the scope of delegated authority, the Chief Strategy Officer is responsible for developing and supporting implementation of initiatives authorized by the City Manager.

Essential Functions:

- Combining technical rigor with creative thinking to see beyond the obvious and imagine "what could be."
- Leading day-to-day development of multiple strategic initiatives at once, including managing timelines, potential risks, and final deliverables.
- Engaging professionally with both internal and external leaders, developers, and investors, to shape as well as prioritize the strategy and innovation goals to grow and differentiate our city.

- Providing a strategic mindset with a structured approach to problem solving, motivated by intellectual curiosity.
- Managing communication and alignment with key internal stakeholders to establish cross-functional alignment and support effective decision making.

Corporate strategy development:

- Help manage the annual strategic planning process for the city.
- Provide insights on industry trends, themes, scenarios, and hypotheses.
- Support project management of new strategic initiatives.

Evaluation and execution of new opportunities:

- Apply critical thinking, problem-solving skills, and data-driven approaches to link the value proposition of opportunities with Maricopa’s strategy.
- Conduct due diligence and quantitative analysis (e.g., market models, valuation, forecasts, project finance, etc.) as needed to support assessment of opportunities for executive leadership consideration.
- Assess challenges, generate impactful strategies, develop strategic partnerships and deliver measurable results.

Strategic projects and internal consulting:

- Conduct independent, in-depth analysis of complex business problems, and present findings and recommendations.
- Manage strategic projects, organizing cross-functional teams, developing project scope, analyzing key issues, performing financial analysis, and identifying potential solutions and recommendations.
- Develop implementation plans to execute strategies and transition projects into business for execution, as appropriate.
- Shall participate in long-range planning and recommending a course of action to expand economic opportunities for the city.
- Make recommendations on land use and zoning policies affecting economic development attraction.
- Performs economic development ombudsman duties with city departments on behalf of private developers/investors.
- Negotiates and/or assists in negotiating economic development agreements with private developers, investors, business, and industry.
- Shall advise and provide project direction regarding catalytic projects to include but not limited to:
 - Copper Sky Development
 - PHX Surf
 - U of A

- Maricopa Commerce Park
- Vestar Development
- Maricopa Station
- Civic Center Development
- Sports Franchise
- Shall consult with and advise the Economic Development Council comprised of MEDA President and CEO, the City Manager's Office of Economic Development Director, the Community Development Director, and Chief Financial Officer. The EDC is responsible for matters of local business development, matters related to economic, industrial, and commercial development. The disposition of property for economic development and the operation of business improvement districts.

Required Knowledge, Skills, and Abilities:

- Principles and practices of public administration
- Research methods and report presentation
- Principles of municipal and private sector budgeting account and finance methods
- Principles of real estate management and financing
- Principles of customer service and public relations
- Principles of urban land development
- Project development, scheduling, monitoring, and control systems
- Contract negotiation
- Ten years of professional experience in urban economic development, public facility or infrastructure development, commercial development, transportation development, public/private finance.