



## **Oregon Business & Industry**

### **Executive Search President & CEO**

#### **The Organization**

Oregon Business and Industry (OBI) is the leading state wide business association in Oregon and was recently formed through the merger of Associated Oregon Industries and the Oregon Business Association. It exists to strengthen Oregon's economy in order to achieve a healthy, prosperous, and competitive Oregon for the benefit of present and future generations. OBI, with offices located in Salem and Portland, enjoys excellent physical facilities and a highly capable staff. Its membership represents broad-based perspectives and includes diverse business types, sizes, and industry viewpoints from across Oregon. OBI advocates on state, federal, legislative and regulatory matters to advance its mission, which is established through member-driven processes with broad-based engagement. It acts as the convener of the greater Oregon business community, and educates and engages Oregonians on the importance of business and the Oregon economy as the cornerstone of Oregon's quality of life and prosperity.

#### **The Opportunity**

Few "new" organizations experience an opportunity to harness the strength of close to 125 years of history and experience as well as membership that includes statewide geographic diversity and significant representation from manufacturing & construction, technology & professional services, retail & wholesale, finance/insurance & real estate and a host of additional sectors. OBI has emerged as an emboldened business association wherein three years of groundwork laid by volunteer leaders has resulted in an army of support and excitement for the potential that will be achieved.

The power of providing one voice for Oregon's business community will enable OBI's incoming President & CEO to lead energized members and experienced staff toward greater visibility and impact. This role provides an opportunity to shape and

create a vision, alongside members and staff, that will reinvent Oregon's view of its business community and place it at the forefront of great results for the entire state. The new President & CEO will engage deeply with the statewide business community, appreciate diverse members, work to further define a unifying vision and implement the strategy that meets the service and policy needs of our business community. The ability to lead through change, as two organizations become seamlessly integrated, and simultaneously ensure operational integrity will offer a challenge and opportunity to create an entity that captures the best of each legacy organization. OBI's President & CEO will work with members and staff to define what role OBI can play to help Oregon realize the immeasurable value, resource and impact that businesses of all types provide our state.

## **The Position**

The President and Chief Executive Officer of OBI reports to the board of directors and has responsibility for managing all affairs of the association. Included is to promote the association to the business community of Oregon, with the objective of increasing effective business participation in the political and legislative processes of the state. In addition, the President and CEO is responsible for:

1. The strategic planning and the general administration of the association and its staff and subsidiaries
2. Taking a personal role in the lobbying and education process, working with and directing the professional staff to educate and advocate on behalf of OBI's membership
3. Overseeing the efficient management and growth of beneficial service offerings to association members

### **Specific Responsibilities:**

1. Promote OBI to the business community as a source of education, advocacy and services. This includes planning and executing marketing and public relations programs aimed at:

Developing public awareness of OBI as the preeminent representative for Oregon business

Expanding the membership to include a broad industry cross-section and diversity in the size and type of member companies

Assuring adequate financial support to affect the mission of OBI's members

- Convening the broader Oregon business community including trade associations and chambers, creating closer collaboration to achieve common objectives
2. Guiding the strategic planning and policy creation processes for OBI. This includes:
- Creating proactive and member-driven strategic solutions to the challenges faced by current and future generations of Oregonians
  - Facilitating the plans and actions to achieve those solutions, assigning and motivating staff to implement them
3. Providing executive management over the day-to-day affairs of the association and its subsidiaries, including HealthChoice, the OBI PAC, the OBI Research & Education Foundation, and GROW Oregon.
4. Assuring that the assets, revenues, and expenditures of the association are managed in a fiscally sound and responsible manner.
5. Formulating legislative and policy objectives and proposals, developing strategies for effectively presenting them to the appropriate legislators, committees and agencies.
6. Consistent with board approved policy positions, lobbying state and federal legislators, commissions, committees and interest groups whose discussions and decisions impact the Oregon business community and broader state.

### **Profile of the Candidate**

This position offers the successful candidate the opportunity to put his or her well-honed business and leadership skills to work on behalf of Oregon's businesses. The ideal candidate will have a strong interest in representing OBI externally and leading and managing internal operations and program work that furthers the organization's mission. This position requires someone who is able to balance a range of responsibilities and work proactively to address the organization's needs with an energetic, collaborative nature. More specifically, the Association seeks a professional with the following attributes:

1. Candidates must be degreed, a MBA or relevant graduate degree or comparable experience is preferred

2. Progressively responsible leadership and management experience that demonstrates the ability to lead and manage a sophisticated professional staff, sizable budget, complex political issues and organizational change
3. Experience with accountability to a board of directors; providing vision and strategic planning; overseeing organizational finance, operations, programmatic activity and political action/legislative strategy
4. Experience leading staff with a commitment to fostering a positive workplace culture of collaboration and respect; an ability to build bridges is essential
5. Strong financial planning and analytical skills
6. Strong written and oral communication skills; the ability to communicate effectively with audiences that include broad constituency groups
7. An information seeker with a high level of curiosity and creativity in problem solving
8. A record of clear and consistent success and ethics beyond reproach are required

**Start Timeframe:**

We seek to have someone in place by early Fall 2017.

**To Apply:**

All applications are held in strict confidence. Applications should be directed to the attention of Melissa Ulum, Managing Partner of MS&S Search. Please submit your credentials and letter of interest via email to [Melissa@MSSsearch.com](mailto:Melissa@MSSsearch.com).

If you have questions or recommendations, please call (503)244-2126 (message) or (503)730-7615 (direct) or email [Melissa@MSSsearch.com](mailto:Melissa@MSSsearch.com).

To be considered, MS&S Search urges interested candidates to apply as soon as possible; applications submitted before 5:00pm Pacific time on Friday, August 4, 2017 will receive priority consideration.

Oregon Business & Industry is an equal opportunity employer committed to creating a work environment that values the cultural and personal perspectives afforded by individual life experiences. The Association is a welcoming environment that values diversity, equity and inclusion within the organization. At MS&S Search, we know that a richly diverse mix of professionals makes organizations more effective. Using that principle as our "North Star," we make diversity a priority of our firm and all of our search engagements.