



# MISSOURI CHAMBER OF COMMERCE AND INDUSTRY

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The Missouri Chamber of Commerce and Industry is seeking a highly qualified and dynamic professional to fill the position of President/CEO. This leadership role is integral to the organization's success.

To apply, please send a cover letter and resume to [CEOSearch@mochamber.com](mailto:CEOSearch@mochamber.com).

**Application Deadline: September 16, 2024**

**Job Title: President/CEO**

**Reports to:** Missouri Chamber of Commerce and Industry Executive Committee

**Role Summary:**

The President/CEO of the Missouri Chamber of Commerce and Industry (MCCI) serves in the overall leadership role for all entities within MCCI. The President/CEO holds the following positions and titles for these entities:

President & CEO	Missouri Chamber of Commerce & Industry – 501(c)6
Secretary	Missouri Chamber Foundation - 501(c)3
Chairman	Missouri Chamber Advantage – for profit corporation
President	Missouri Chamber Legal Foundation - 501(c)4

**Essential Duties and Responsibilities:**

Responsible for the operation of all the above entities and any other entities/ad hoc coalitions formed to further MCCI's mission to protect and enhance the business climate of the state of Missouri as articulated and reflected by the membership of MCCI.

Responsible for creating the vision and objectives of MCCI and its associated entities using the involvement of member employers and channeling the vision and objectives of the Board of Directors and membership into the actual operation of the organization and its employees.

Responsible for the overall management of staff members of the organization. Provide dynamic and inspiring leadership to enhance employee engagement and retention.

Develop policies, procedures, and bylaws and work with compensation committee on annual employee evaluation process.

Ensure and enhance the financial stability of MCCI and all associated entities, working with the CFO, so that the programs and initiatives of the organization are adequately funded to produce a worthy product.

Maintain a strong membership sales function that renews current members, secures increased investment levels of current members and continually attracts new members. Create and update goods and services appealing to members and prospective members and effectively communicate the efforts of MCCI to deliver these services to the membership. Serves as the chief proponent of the organization to current and prospective members.

Responsible for the development of legislative positions and the advocacy of these positions by MCCI's Governmental Affairs Department. Ensure the Chamber's policy councils serve as the vehicle for members to craft policies and positions of the organization and the councils are effectively managed by the appropriate staff. The President/CEO is a Missouri registered lobbyist and can testify before the General Assembly, when needed. Build strong relationships with elected officials and executive branch officials.

Serves as the principal spokesperson for the activities, programs and positions of the organization including legislative, political, administrative, educational and any other areas. Primary media contact for the organizations.

Assist in the marketing of existing products and services to current and prospective members and the development of new attractive programs for Missouri Chamber Advantage.

Ensure the availability of non-dues supplemental revenue products and services of the consolidated organization are offered. Some of the products and services available are as follows:

- Issue/Political Briefings
- Missouri Chamber Political Institute
- Strategic Plan/MO 2023
- Chamber Federation
- Missouri Technology Alliance
- Insurance Programs/MEWA
- Affinity Programs
- Grant Programs
- Seminars and Workshops
- Event Sponsorship
- Scholarship Programs

- Education Programs
- Leadership Missouri
- Building Rental

Collaborates with other chambers and business associations at the local, regional, state and national levels to help further the MCCI mission and strategic plan, to include:

- Chamber of Commerce Executives of Missouri
- Missouri Chamber Federation
- US Chamber of Commerce/Committee of 100
- National Association of State Chambers
- Local Chambers of Commerce throughout the state of Missouri
- Hawthorn Foundation
- Midwest Cargo Hub Commission
- Missouri Department of Economic Development and other state agencies in Missouri

Directs the governmental affairs department for generation of funds to support the political activity of the Missouri Chamber PAC. This includes one-on-one solicitations, direct mail and fundraising events. Develops educational materials for candidate analysis to present to the Missouri Chamber Political Action Committee Board for placement of political support from Missouri Chamber PAC.

Responsible for the activity and fundraising of the Missouri Chamber Legal Foundation as it represents the interests of MCCI in the judicial area.

**Education and Experience:**

- Leadership experience managing a business unit or organization
- Bachelor's or advanced degree
- Demonstrated leadership experience leading a large regional or state Chamber, Economic Development group or Association

**Preferred Knowledge and Skills:**

- Displayed budgeting and fiscal management skills in managing a business unit or organization
- Applied strategic thinking skills in building and growing a business unit or organization
- Proven leadership skills with the ability to inspire people to action through their influence
- Excellent communication and consensus building skills with employees, stakeholders and the business community
- Knowledge of current and emerging member organization growth strategies and techniques
- Comprehensive understanding of legislative process and successful efforts to communicate legislative priorities
- Extensive public speaking skills