

Business Council of Alabama President & Chief Executive Officer

Duties and Responsibilities

The Business Council of Alabama ("BCA") is seeking to fill the position of President & CEO with a qualified individual who will represent Alabama's business community on the state and national levels. Qualified applicants must possess strong leadership and interpersonal skills that will help further the interests of the state's business community. Interested applicants should send only a cover letter and resume to jobsearch@blankenshipandseay.com. This posting will close on October 8, 2018 at noon.

1. Manage/motivate/direct the association staff; provide leadership for the staff in the planning and execution of BCA's policies and programs.
2. Lead BCA's political/advocacy agenda.
3. Enhance the BCA's value to its members (ROI).
4. Execute the policies established by the Board to advance the interests of the BCA.
5. Possess, develop, and foster strong relationships with state and federal elected officials.
6. Have a deep understanding of the legislative process.
7. Create an agenda that attracts and sustains strategic CEO membership involvement.
8. Work with the CEOs, corporate staffs, office heads and all leaders of the member companies.
9. Lead a strategic planning process that positions BCA to effectively deal with emerging and changing trends and needs of the Alabama business community.
10. Strive to achieve unity, where possible, within the membership on key issues affecting the business community.
11. Build and direct results-oriented teams that deliver specific results in the legislative, regulatory, and technical education arenas.
12. Anticipate the political, social and economic issues that will affect the BCA and recommend appropriate action and/or response as may be necessary to government agencies, the membership and the public.
13. Serve as the business community's key spokesperson before all appropriate venues and audiences.
14. Work with the appropriate association heads and Alabama "Thought leaders" to build coalitions on key issues.

About the Business Council of Alabama

The Business Council of Alabama (BCA) was founded in 1985 with the consolidation of the Alabama Chamber of Commerce and the Associated Industries of Alabama. Since that time, BCA

has worked hard to improve Alabama's business climate and expand opportunities for employers and employees in the state.

BCA's membership is comprised of businesses of all shapes and sizes, and BCA members represent nearly three-quarters of a million employees in the State of Alabama. BCA routinely proposes and advocates for legislation that will encourage economic development and business expansion opportunities. It also supports business-friendly candidates through its Progress PAC.