

**Position:** Senior Vice President, Director of Strategy Advisory Practice

**Organization:** Initiative for a Competitive Inner City (ICIC)

**Location:** Boston, MA

**Start date:** Spring 2011 (Immediately)

**Initiative for a Competitive Inner City:**

The Initiative for a Competitive Inner City is a non-profit research and strategy organization and the leading authority on U.S. inner city economies and the businesses that thrive there. Founded in 1994 by Harvard Business School Professor Michael Porter, ICIC expands inner city economies by providing businesses, governments and investors with the most comprehensive and actionable information in the field about urban market opportunities. ICIC's unique knowledge and expertise about inner city success factors and thriving companies is developed from specialized urban networks and path-breaking research.

For more information about ICIC, visit: [www.icic.org](http://www.icic.org)

**Job Description:**

The Initiative for a Competitive Inner City (ICIC) is currently seeking an experienced professional to become a Senior Vice President and Director of the Strategy Advisory Practice (SAP).

ICIC has provided research, strategy advice and action plan facilitation on inner city business development for the last several years. Our clients have included state and local governments, foundations, and business and nonprofit organizations. We offer a market based approach to inner city revitalization, benchmarking the business base of cities and their regions and offering strategic recommendations for enhancing that business base which build on the competitive advantages of the city and the strength of regional business clusters.

This past year ICIC expanded its Practice to include anchor institutions such as universities and medical institutions. Working with a major health care facility in the Midwest, we have developed a comprehensive framework that identifies the shared value an anchor institution can create with its communities by focusing on its core competencies and business drivers. Similar to our approach with cities, ICIC provides the anchor with research on its current practices that impact the community; community needs, assets and potential collaborators; and best practice models for creating shared value. We then facilitate key decision makers in the development of a strategy and action plan.

ICIC's Strategy Advisory Practice is one of ICIC's three business lines, which work together to identify and grow those sectors most likely to drive inner city job growth and wealth creation in economically

distressed areas of our cities. The focus of SAP will be the testing of new ideas and the replication of models that flow from ICIC's research. As we grow the practice, our objective will be innovation, not scale; we will carefully select our engagements to focus on development of models that can be utilized successfully in inner cities across the country.

The Senior Vice President of SAP will be involved in every stage of developing and growing the practice. He or she will have responsibility for all aspects of the practice projects, including the management of all projects, the development and evaluation of SAP products and services, and responsibilities for key relationships with senior private- and public-sector leaders. Strong and demonstrated project management skills are an absolute requirement. This person must be able to set and meet strict time deadlines, develop and communicate presentation material, and represent ICIC in a variety of environments. The position will be based in Boston and requires traveling.

**Position Objectives:**

ICIC expects that the successful candidate will make a substantial contribution to ICIC in the following manner:

- Design and oversee the delivery of Strategy Advisory Practice projects and ensure that deliverables are of an exceptional quality and completed on-time and on-budget;
- Deepen and build out the SAP's products and services;
- Maintain and build strong client relationships with senior executives in the private, public and non-profit sectors; generate follow-on work with existing clients; troubleshoot where necessary;
- Develop partnerships with specialists to collaborate on appropriate projects;
- Build and manage a team of highly qualified professionals and oversee their professional growth and development;
- Work in a collaborative manner with ICIC staff and Board Members to lead the growth of SAP in concert with the growth of ICIC as a whole;
- Share accountability with the other members of the ICIC senior leadership team for the successful development and execution of the organization's strategy.

**Desired Qualifications:**

- Superior project management and client relations skills. We anticipate that the successful candidate will have had lead management responsibility for major engagements within a consulting firm, together with demonstrated success in achieving outstanding results through energizing change and results on the ground for his or her clients, and in obtaining follow-on assignments with clients. Practice leadership experience very desirable;

- Strong analytical and problem solving skills, including a thorough knowledge of standard techniques used in economic and financial analysis, including extensive experience analyzing markets and company strategies;
- Excellent verbal and written communications skills, including strong public speaking and presentation skills;
- A Masters in Business Administration, Economics, Government or a related discipline; Experience working with city governments and/or urban-based businesses is desirable.
- The successful candidate is entrepreneurial, ambitious, rigorous, and has superior leadership and team-building skills. The successful candidate also possesses the professional and interpersonal skills to work effectively with leaders from the public, private, and community sectors. Finally, the successful candidate must be passionate about urban economic development and revitalizing the business base of inner cities.

ICIC strives for an inclusive culture, and encourages applicants from diverse backgrounds and cultures.

Interested applicants should send a resume and cover letter to: Brenda Harley, Initiative for a Competitive Inner City, 200 High Street, Floor 3, Boston, MA 02110. Fax (617) 292-2380; e-mail: bharley@icic.org.