

# President and CEO Opportunity



*South Shore Convention and Visitors Authority (South Shore CVA)* is seeking a President & CEO to enhance the dynamic cultural experiences of the region.

The President & CEO will represent the public face of South Shore CVA to cultivate interest in building sustainable business opportunities to

positively impact the quality of life for its half a million inhabitants. This leader will have exceptional follow-through and capacity to inspire innovation, collaboration, and excitement with and for the Authority, developing the organization as the recognized expert in all things related to attracting visitors to the region.

The President & CEO leads a dedicated and committed team of 12 professionals and is responsible for an annual budget of \$4M. Supported by the Board of Directors, the successful candidate will lead, support, and develop the convention and visitor industry through the marketing and development of



the county from convention, sports, gaming, and special interest travel segments. South Shore CVA is funded by casino admission revenue and a hotel/motel tax. The successful candidate will be an agile, decisive, energetic, humble, and creative leader who will build on the organization's standard for excellence with a commanding knowledge of the tourism industry.

## PROFESSIONAL EXPERIENCE & QUALIFICATIONS

Minimum of Bachelor's degree with advanced degree preferred. Candidates with an industry certification such as a CDME (Certified Destination Management Executive) are a plus.

Minimum of 7-10 years of executive-level leadership of an organization related to the tourism, destination marketing organizations, convention & visitors bureaus, or the hospital industry; experience with a focus on sales and marketing.

Genuine passion for tourism and ability to position Lake County as a unique, diverse destination for visitors.

Ability to attract, engage, develop, and retain top caliber talent by fostering an inclusive, collaborative, results-oriented work environment that empowers and develops staff.

Action-oriented, "get-it-done" professional with a track record of success and demonstrated history of innovation in action.

Ability to operate with the highest level of integrity, intellectual agility, vision, and positive attitude to motivate and represent all that South Shore CVA has to offer.

Demonstrated experience working effectively with an influential board to advance the regional priorities and achieve impactful outcomes.

Proven record of treating people with respect and dignity; promotes equity, diversity, and inclusion in all aspects of business and civic life.

Strong planning, interpersonal, communications, and networking skills.

Possess expertise on tourism issues relevant to South Shore CVA to make well-informed and mission-related decisions which command the confidence and respect of stakeholders.

This position offers a highly competitive salary and benefit package commensurate with experience.



**Organizational Development Solutions, Inc.**

**Qualified candidates, contact  
Organizational Development Solutions, INC.  
(ODS) at [HR@successwithods.com](mailto:HR@successwithods.com)**