

The image features a large, multi-story brick building on the left and a central fountain with several water jets. In the background, a building with a pedimented entrance is labeled "CITY HALL". The sky is clear and blue. The logo for "EAST POINT GEORGIA" is overlaid in the upper right corner, with "EAST" in green, "POINT" in blue, and "GEORGIA" in a smaller, spaced-out blue font.

EAST POINT GEORGIA

**Economic Development
Director
Recruitment**



MAYOR

Keisha Chapman

COUNCIL MEMBERS

Ward A

Dr. Japera Hemming
Eric Friedly

Ward B

Shean L. Atkins
Carrie Ziegler

Ward C

T. Starr Cummings
Tremayne Mitchell

Ward D

Andrea Caldwell
Dr. LaTonya Martin Rogers

CITY MANAGER

Redmond Jones II

Dear Candidate,

Thank you for your interest in the City of East Point, Georgia. I believe economic development is one of the most important functions in local government. It is where vision meets execution, where public purpose intersects with private investment, and where leaders have the opportunity to transform communities for generations. Because of that, I am seeking an Economic Development Director who is not satisfied with maintaining the status quo and who is excited by the challenge of building something extraordinary. East Point is a city on the move.

Located immediately adjacent to Hartsfield-Jackson Atlanta International Airport, positioned within the economic engine of the Atlanta metropolitan area, and rich with redevelopment opportunities, East Point possesses the assets, location, and momentum to become one of the most innovative economic development stories in Georgia.

The question is not whether East Point will grow. The question is who will help shape that growth. Throughout my career as a City Manager, I have been known as an innovator. I believe local government should not simply react to challenges—it should create solutions. Some of my most successful projects have emerged from asking difficult questions, challenging conventional thinking, and bringing together partners who were willing to attempt what others believed could not be accomplished.

I am looking for an Economic Development Director who shares that philosophy. I am not simply seeking someone to process incentives, manage projects, or oversee traditional development activities. Those responsibilities are important, but they are only the foundation. I am looking for a leader who can identify opportunities where others see obstacles; someone who is energized by redevelopment, public-private partnerships, creative financing, strategic planning, and emerging economic trends.

The ideal candidate will be comfortable exploring groundbreaking approaches to economic development. They will understand that tomorrow's successful communities will be those willing to embrace innovation, leverage technology, cultivate entrepreneurship, and develop unique solutions tailored to their local strengths.

East Point offers a rare opportunity to make a visible and lasting impact. From redevelopment opportunities in our downtown core and The Commons project, to industrial and commercial growth opportunities throughout the city, to the continued evolution of our neighborhoods and business districts, there is meaningful work to be done and significant opportunities to pursue.

We are building a culture that values creativity, accountability, collaboration, and results. We want leaders who are willing to think strategically, challenge assumptions, and pursue excellence in everything they do.

If you are looking for a position where you can leave your fingerprints on transformational projects, influence the future direction of an entire community, and work alongside a leadership team committed to innovation, then I encourage you to consider joining us. The City of East Point is not looking for someone to maintain the future. We are looking for someone to help create it.

I look forward to learning more about your vision, your ideas, and your passion for economic development.

Warm regards,

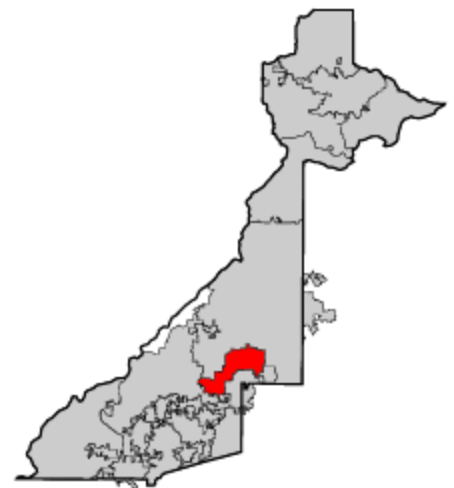
The Community Founded in 1887, the City of East Point boasts a rich history and a vibrant, ethnically diverse community. Named for its location as the eastern terminus of the Atlanta & West Point Railroad, East Point began as a small railroad settlement with just 16 families in 1870. Today, it has evolved into a thriving city that offers the full benefits of urban living while retaining its unique charm. East Point is a dynamic and welcoming community that attracts everyone from young professionals to active adults. With over 25 distinct and affordable neighborhoods, the city offers many desirable living options. The neighborhoods surrounding the downtown area are known for their historic character, featuring treelined streets and charming bungalows, cottages, and Cape Cod-style homes that are ideal for those who appreciate walkable, picturesque surroundings. As you venture further from the city center, you'll find larger brick ranch-style homes with spacious yards, garages, and basements, offering privacy and room to grow. East Point also provides a selection of newer homes that combine the conveniences of modern living with the space and style of traditional construction. Residents, businesses, and visitors enjoy the city's light traffic and convenient access to Hartsfield-Jackson Atlanta International Airport, major highways, and the MARTA public transportation system. The Downtown District, a blend of historic charm and modern amenities, is home to the state's only Velodrome and the popular Camp Creek Marketplace.

East Point is an ideal community for recreational pursuits and provides both urban and nature scenic settings for running, cycling, and nature walks. Beyond the city limits the Atlanta Metro area also offers a wide variety of cultural opportunities, from Atlanta's popular Aquarium and a mix of professional teams to over 100 museums and thousands of annual events. Close to home, residents enjoy dining at local favorites like Louisiana Bistreaux Seafood and Spondivits Seafood; not to mention many, many, others.

Fulton County



City of East Point



CITY OF EAST POINT, GEORGIA

MAYOR AND CITY COUNCIL



ONE CITY. ONE COMMUNITY. ONE FUTURE.

City Government, the City of East Point operates under a council-manager form of government, combining the political leadership of elected officials with the professional expertise of an appointed city manager. The City Manager, appointed by an eight-member City Council, oversees the day-to-day operations and implements policies set forth by the

Council. The mayor, who serves a four-year term and holds veto power, leads the City Council, providing direction and oversight. East Point is organized into four Wards (A, B, C, and D), each represented by two City Council members elected by their respective constituencies for four-year terms. The City Council plays a crucial role in shaping the future of East Point by enacting ordinances, adopting policies, and approving budgets. Their policy decisions are carried out in collaboration with the City Manager, who brings professional management to the city's operations, enhancing efficiency and effectiveness in serving the community. Regular City Council meetings are held twice a month on the first and third Mondays at 6:30 PM in the Council Chambers at City Hall while Work Sessions are held the second Monday of each month. These meetings are open to the public, allowing residents to participate in the decision-making process. For those unable to attend in person, meetings are broadcast on EPTV, ensuring transparency.

The City Manager, Redmond Jones II is a visionary multi-disciplined manager with superior analytical skills and Award-winning leadership accomplishments. He has developed strong skills sets in the areas of Human Resources, project delivery, policy development, and labor relations, program implementation, and aligning organizational initiatives with institutional goals. He prides himself as a proven communicator with experience in creatively negotiating development and redevelopment agreements. Mr. Jones has more than 25 years of experience in local government. Redmond holds a master's degree in public administration from the University of Kansas.



The Position

The Economic Development Director serves as a key member of the City's executive leadership team, guiding the strategic vision, planning, and execution of initiatives that advance East Point's economic vitality and long-term prosperity. Reporting directly to the City Manager, this leader oversees a diverse portfolio that includes business attraction, business retention and expansion, development and redevelopment, tourism, innovation initiatives, data analytics, and marketing/communications, aligning these efforts into a cohesive strategy that strengthens the City's competitive position and enhances quality of life for residents.

This position plays a highly visible and influential role, serving as a trusted advisor to the City Manager, Mayor, and City Council on major economic initiatives, development opportunities, and public-private partnerships. The next Economic Development Director will lead complex negotiations, cultivate strategic relationships with regional and national partners, and champion forward-thinking initiatives that position East Point as a premier destination for investment, innovation, and sustainable growth.

Major Duties

- Directs and oversees the City's economic development program, including establishing department goals, policies, priorities, and managing the department budget.
- Leads the development, negotiation, and execution of complex development agreements, incentive packages, public-private partnerships, and redevelopment contracts, working collaboratively with the Legal Department to ensure compliance and risk mitigation.
- Advises City Management, the Mayor, and City Council through briefings, presentations, and written reports on major economic development, redevelopment, tourism, and small business initiatives.
- Coordinates department activities and major projects with internal departments, external agencies, consultants, and private-sector partners, providing high-level support to the City Manager's Office
- Develops and implements marketing, business attraction, retention, and expansion strategies that strengthen Goodyear's competitive position and support sustainable economic growth.
- Evaluates local, state, and national economic conditions and market trends to inform policy recommendations, program design, and long-term economic development strategies.

- Engages with community stakeholders, business leaders, and citizen groups to shape and execute short-and long-term economic development and tourism objectives.
- Attend Council meetings and reports on activities for which are responsible as requested by the City Manager.
- Confers with officials of City, county, state and federal agencies regarding plans and priorities for existing and planned programs.
- Performs other duties as required.

Minimum Qualifications

Qualified applicants will have a bachelor's degree from an accredited college or university, In addition any combination of seven or more years of experience in economic development or experience in local government with three (3) years in a supervisory role; or equivalent combination of education and experience. A master's degree is highly preferred.

Knowledge Required by the Position

- Knowledge of modern policies and practices of municipal government.
- Knowledge of personnel management practices.
- Knowledge of City codes, ordinances, resolutions, policies, and guidelines regarding the City organization and operations.
- Knowledge of community-building and demonstrated ability to position economic success.
- Knowledge of principles and practices of municipal government budget preparation and administration.
- Knowledge of state laws, regulations, and guidelines governing City operations.
- Skill in planning, organizing, staffing, and directing the efficient and effective delivery of City services, programs, and functions through subordinate staff.
- Skill in providing responsive advice and staff support to the Mayor and Council.
- Ability to prepare and analyze comprehensive reports.
- Ability to establish priorities and direct the allocation of Department resources.
- Ability to communicate clearly, concisely, and effectively both verbally and in writing.

Supervisory Controls: Work is performed under the direct supervision of the City Manager.

Guidelines: Guidelines include City and departmental policies and procedures; City codes and ordinances and other Federal, State and Local laws.

Complexity: The work consists of a variety of highly administrative, technical, and supervisory duties.

Scope and Effect: The position effectively and efficiently manages the operations of the Economic Development Department.

Purpose of Contacts: Contacts are typically to give and exchange information and resolve conflict and solve problems.

Physical Demands: The work is typically performed with the employee sitting at a desk.

Work Environment: The work is typically performed in an office.

Supervisory And Management Responsibility

This position is responsible for assisting with management and supervision of all departments in the City.

- Paid Holidays
- Vacation Leave
- Sick Leave
- 457b Supplemental Retirement (Deferred Compensation Plan)
- Long and Short-Term Disability
- Direct Deposit
- Employee Assistance Program
- Life Insurance
- Pension Plan
- Medical
- Dental
- Vision
- Flexible Spending Account
- Dependent Care - Flexible Spending Account

Economic Development

Director



The Ideal Candidate

- We are looking for a visionary and politically astute economic development leader with a proven record of shaping high-impact strategies, cultivating meaningful partnerships, and delivering measurable economic results.
- Works well with others, and bring deep experience in business recruitment, redevelopment, incentive negotiations, and organizational leadership, along with the executive presence to engage elected officials, developers, business leaders, and community stakeholders on complex and often high-profile initiatives.
- Operates with a “Getting to Yes” attitude and entrepreneurial mindset.
- We are looking for leader who combines strategic thinking with practical execution; someone who can see the big picture while also navigating the details required to bring projects to life.
- Willing to put in long hours to get the job done
- Exceptional analytical and problem-solving skills to navigate complex scenarios
- Excellent communication skills to clearly convey financial information to diverse audiences.
- Comfortable speaking in public
- The successful candidate should be collaborative, innovative, and relationship-driven, with strong financial and market acumen, exceptional communication skills, and the ability to build consensus across diverse interests.

Economic Development Director



CITY OF EAST POINT, GEORGIA

Compensation and Benefits

The City will cover your ongoing professional development investments

Health Insurance is heavily subsidized for employees, including those with family coverage.

- City has a defined benefit program for retirement. Employees are vested after 10 years ✓
- Employer paid professional development ✓
- Generous vacation and sick leave ✓
- 11 paid holidays ✓
- 10 Personal leave days ✓
- Anticipated Salary Range \$112K - \$145K ✓

City will provide you with the latest technology and equipment