

# POSITION OVERVIEW

**The Chief Executive Officer of Baltimore Public Market Corporation** leads and manages Baltimore's historic public market system which includes six distinctive markets. The CEO provides oversight for all markets, ensuring that the common needs and unique needs of each market are addressed in service to the BPM mission to operate thriving, sustainable public markets that provide fresh food for neighborhoods around Baltimore City. To that end, CEO will ensure that all staff, vendors, suppliers, and service providers are aligned with the BPMC's mission and vision and are working together to successfully achieve strategic objectives.

The Baltimore Public Market System has a distinctly Baltimore culture, steeped in history, rich in entrepreneurship, and ripe for innovation. We place a high priority on being good neighbors, supporting our communities, leading with empathy and with no sacrifice to maintaining sound business and revenue generation. We are in search of a Chief Executive who is aligned with our culture and will continue to enhance it through positive leadership.

## Primary Responsibilities:

- Develop a vision and strategic plan for the public market system rooted in racial equality, cultural diversity and celebrating the rich history of the City and its markets
- Provide organizational leadership and set the tone and standard for people management, encouraging collaboration, incentivizing innovation and fostering team dynamics.
- Serve as primary spokesperson and advocate for the public market system, to include relationship building with City Hall, community partners, University of Maryland, Visit Baltimore, Downtown Partnership, BDC, Market Center Merchants Association, merchants, customers and other community partners/city agencies and organizations.
- Partner with the Board of Directors to implement the strategic plan and to provide ongoing access to local businesses and community organizations
- Develop fundraising strategy to support long-term health of the markets and to take full advantage of BPM's 501c3 status.

## Qualifications:

### *Vision and Strategy:*

- Develop high-quality business strategies and plans
- Ensure strategy alignment with objectives
- Casts long term vision and strategic to ensure long term success for the markets and its merchants.
- Effective and compelling spokesperson:
  - » Positive face and voice on behalf of BPM;
  - » Communicates the mission and vision well to various audiences and stakeholder groups, including public and media
  - » Critical thinking and adept and comfortable with taking the lead and being decisive.

