

Job Title: Chief Executive Officer, Mississippi Gulf Coast Chamber of Commerce (MGCCC)

Location: Main office in Gulfport, MS, responsibilities coast wide

Application Instructions: Submit a cover letter explaining your interest in this role and relevant experience, a detailed resume, and three professional references to resume@mscoastchamber.com.

Reports to: Executive Committee

Supervises: Full-time staff, volunteer management for all divisions: Biloxi, Gulfport, Long Beach and Pass Christian Chambers; Leadership Gulf Coast, Military One Coast, Coast Young Professionals, and Mississippi Gulf Coast Chamber of Commerce Foundation

Organization Overview: The Mississippi Gulf Coast Chamber of Commerce is a four-star United States Chamber of Commerce Accredited membership-based business advocacy, development and networking organization whose mission is to Connect, Inform, Advocate, and Develop businesses throughout the Gulf South. The organization serves as a voice for business, supports local and regional economic development, fosters leadership and engages in community and civic partnerships. The MGCCC operates multiple city specific division chambers of commerce in the region. Other divisions include Coast Young Professionals, Military One Coast, Leadership Gulf Coast and the Mississippi Gulf Coast Chamber of Commerce Foundation.

Position Purpose: The Chief Executive Officer (CEO) serves as the chief executive and visible leader of the MGCCC, responsible for implementing the Board of Directors' strategic direction, delivering value to members, stewarding financial and human resources, shaping advocacy & economic development initiatives, and driving the organization's relevance, growth and impact within the Gulf Coast business community. The CEO is a champion of the business climate across coastal Mississippi, an effective convener of stakeholders (private, public, civic), and a strategic partner to local government, economic developers, military installations, education and workforce partners.

Key Responsibilities:

- Strategic Leadership & Mission Execution:
 - Lead the development and execution of a strategic plan, aligned with the mission, and approved by the Board, to position the Chamber as an essential business resource and community leader.
 - Identify trends and opportunities to strengthen the business climate and propose strategic initiatives for Board consideration.
 - Ensure programs, initiatives and advocacy efforts deliver measurable value to members and regional business climate.
- Membership Growth, Value & Retention:
 - Develop and implement strategies to attract, engage, and retain a diverse membership base (small business, large corporations, non-profits).
 - Drive member satisfaction through value-driven programs and outreach ensuring the organization adapts to deliver strong value.
 - Serve as the Chamber's chief ambassador to members, investors, and partners.

- **Advocacy, Government & Regional Relations:**
 - Represent the Chamber as its primary spokesperson and advocate to elected officials, civic and business leaders, media and community.
 - Promote pro-business policies and collaborate with public, private, and military partners.
 - Build and strengthen partnerships with educational, workforce and economic development organizations.
- **Economic Development & Community Impact:**
 - Lead and support regional initiatives in business growth, workforce development, and infrastructure.
 - Utilize Chamber divisions to cultivate the next generation of business and civic leaders.
 - Represent the Chamber in community and regional collaborations.
- **Operational & Financial Management:**
 - Establish and oversee annual budget, ensure strong financial controls, revenue diversification (dues, sponsorships, events, ancillary services) and maintain financial health.
 - Supervise and develop staff, fostering a high-performing, service-focused culture.
 - Report key metrics, financial and strategic updates to the Board; ensure compliance and sound governance.
 - Ensure efficient, compliant operations with strong policies, staff development, succession planning, and risk management.
- **Board Governance & Leadership:**
 - Partner with the Board on strategy, governance, policy and volunteer engagement.
 - Prepare Board materials and keep members informed of key trends, opportunities, and risks.
 - Engage volunteers and ensure Board, committees, and leaders remain aligned and effective.
- **Marketing, Communications & Brand:**
 - Elevate the Chamber's visibility and reputation through strong communication and media presence.
 - Oversee communications across all platforms to elevate the Chamber's brand and mission.
 - Oversee high-impact events, networking, and programs that advance the Chamber's goals and member value.

Desired Qualifications, Skills & Competencies:

- **Education & Experience**
 - Bachelor's degree required with MBA or advanced degree preferred.
 - 8–10 years of executive leadership in a chamber, business association, or similar organization.
 - Proven success in membership growth, fundraising, events, and advocacy.
 - Experience working with a Board of Directors and demonstrating effective governance partnership.
 - Experience in a regional business, public policy or community partnership is a plus.
 - A graduate of the United States Chamber of Commerce Institute for Organizational Development (IOM), a Certified Chamber Executive (CCE) or Certified Association Executive (CAE) preferred.

- Skills & Abilities:
 - Strategic thinker with ability to develop and execute vision and operational plans.
 - Strong financial acumen: with experience in budgeting, revenue growth, and cost control.
 - Exceptional communicator and relationship builder across business, government, and community sectors.
 - Skilled in team leadership, mentorship, and inclusive culture-building.
 - Adept at analyzing trends and translating into actionable strategies.
 - Engaged in civic partnerships and public/private collaboration.
 - Highly organized, self-motivated, result-oriented, and adaptable to change.
 - Proficient in digital communications, social media, CRM and event management.
 - Familiar with the Gulf Coast or similar regional markets preferred.

Character & Culture Fit:

- A visible, credible and engaging leader with integrity, accountability and authenticity.
- Collaborative and partnership driven.
- Entrepreneurial and innovative, with a focus on new revenue, services and adaptability.
- Result-oriented, service-minded, and resilient in dynamic conditions.
- Results-driven, service-minded leader who advances business, community and opportunity.
- Resilient and proactive: the CEO must be able to pivot and lead through change.

Working Conditions & Compensation:

- Full-time, executive-level role based on the Mississippi Gulf Coast, with regional and state travel as needed.
- The compensation package will be competitive based on experience and regional standards; comprehensive benefits to be included.
- Annual performance review based on agreed goals, KPIs and strategic milestones.
- The role requires strong community presence through events, media and advocacy.

Next Steps for Prospective Candidates:

- Submit a cover letter explaining your interest in this role and relevant experience to resume@mscoastchamber.com.
- Provide a detailed resume.
- Provide three professional references.