



VICE PRESIDENT, FINANCE

CINCINNATI, OHIO

gp GilmanPartners

EXECUTIVE SEARCH | TALENT ACQUISITION
LEADERSHIP DEVELOPMENT

ABOUT THE COMPANY

Visit Cincy (visitcincy.com) is a sales, marketing, and service organization whose primary mission is to help grow the vibrancy and economic prosperity of Hamilton County and the City of Cincinnati by promoting the Greater Cincinnati USA region as a convention, trade show and leisure destination. Visit Cincy partners with Meet NKY to promote both leisure and group travel to the region. The travel and tourism industry are a \$5.3 billion industry in Cincinnati USA, employing more than 80,000 people in a variety of fields and bringing 26.6 million visitors to the region annually. Visit Cincy works closely with Hamilton County, City of Cincinnati, Duke Energy Convention Center, Cincinnati USA Regional Tourism Alliance, and Cincinnati USA Regional Chamber. Today, Visit Cincy is supported by nearly 500 businesses who invest in the efforts of Visit Cincy and help make the Cincy Region an appealing destination by offering their services, attractions and facilities to visitors, meeting planners and convention delegates. This position is based in Cincinnati, Ohio.

THE OPPORTUNITY

- Do you love the Cincinnati region? Are you ready to leverage your talent to advance the mission of Visit Cincy while increasing the economic impact within Hamilton County?
- Do you enjoy being a strategic and a hands-on accounting and finance leader?
- Are you a problem solver who works with a sense of urgency and builds healthy relationships with peers and partners?



WHAT YOU'LL BE DOING

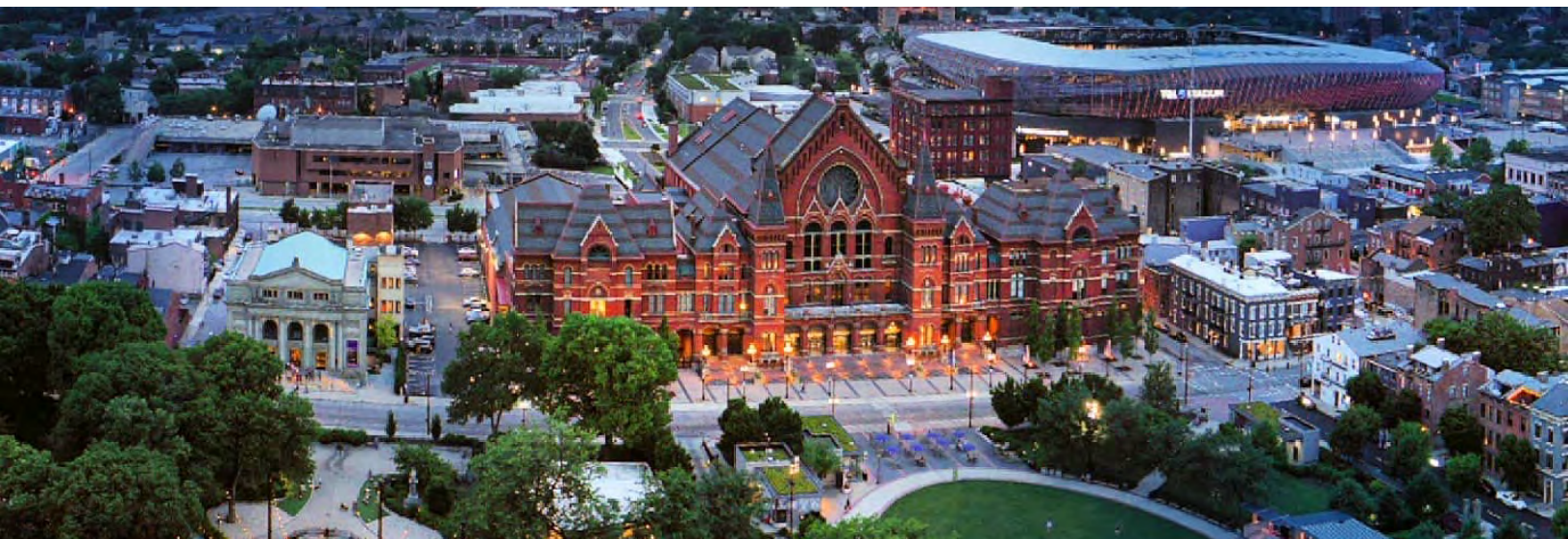
The Vice President (VP), Finance has one direct report while reporting to and partnering with the President & CEO as the principal financial advisor. Visit Cincy is an innovative and dynamic organization that is a leading voice in several critical initiatives impacting the Cincy Region, which includes the expansion of the Duke Energy Convention Center, building a first-class headquarters hotel, and other related capital projects. The VP, Finance must be an inclusive and energetic leader that is adaptive to change and able to implement strategies to drive and deliver the organization's performance at the highest level.

This is a high-profile and important leadership position; and represents Visit Cincy with business leaders, community organizations, government leaders, and other thought leaders to fulfill the organization's strategic initiatives.



KEY RESPONSIBILITIES (JOB SUMMARY)

- Catalyze behaviors across the organization and other community stakeholders to execute strategic and financial objectives while at the same time creating a risk intelligent culture
- Provide financial leadership in determining strategic business direction, including forecasting and budgeting
- Protect and preserve the critical assets of the organization and accurately report on the financial position and results of operations to internal and external stakeholders
- Balance capabilities, talent, and costs to execute the organizations core responsibilities as efficiently as possible, keeping true to our duty to the citizens of Hamilton County
- Direct and oversee all financial activities, including financial strategy, cash management, investments, insurance, payroll, budgeting, accounting and financial reporting, annual audit, and related activities
- Create and oversee systems and procedures to ensure effective internal control over financial reporting and expenditures
- Coordinate the development of the annual operating, capital and program budgets, and report against the same
- Research revenue opportunities and risks given economic or other trends, analyze internal operations, identify areas of cost reduction and process enhancement
- Manage business complexity while minimizing risk as Visit Cincy executes on its strategies and initiatives
- Gaining business alignment to successfully identify, evaluate and execute strategies by partnering with senior management
- Develop and maintain strong relationships with legal advisors, banks, investment managers, benefit providers and insurance providers
- Manage and coordinate risk management activities
- Evaluate Community Sponsorship requests for viability and alignment with Visit Cincy's mission
- Support administration of the Board of Directors by assisting the CEO with board planning, development, communication, committee leadership and engagement
- Lead the development and use of best-practice policies, practices, and tools that ensure a well-controlled yet flexible organization with strong fiscal management, project management, cross team communications and workflow
- Comply with federal, state, and local financial requirements





IDEAL CANDIDATE QUALIFICATIONS AND EXPERIENCE

- Bachelor's degree in accounting, finance, or business economics
- MBA or CPA preferred
- 10+ years of finance and management experience with a non-profit (501c6), corporate environment, or preferably in a municipal environment
- Demonstrated record of organizational and community leadership
- Demonstrated record of leading key initiatives, strategy, and implementation
- Proven business acumen, relationship management, communication, and public speaking skills
- Cohesive ability at interpersonal and communication skills, both verbally and written
- Ability to engage with staff at all levels of the organization
- Ability to exercise sound judgment with steadfast resolve and personal integrity

PERSONAL ATTRIBUTES

- Passion for and belief in Visit Cincy's values, mission, vision, and fundamentals.
- Embraces diversity and is respectful of a wide range of faiths, beliefs, and life experiences.
- Transparent and high integrity leadership.
- Strong goal-orientation, with inclination toward data and impact measurement; ability to interpret and respond to data.
- Excellent relationship building skills with an ability to communicate and work effectively with a variety of internal and external stakeholders.



THE PAYOFF

- Collaborate with a talented and passionate leadership team
- Be part of the team that drives tourism and leisure activities, trade show and convention business which creates economic vibrancy in the region
- Compensation includes a base salary plus a competitive bonus, benefits package and PTO

LEARN MORE

This position is on site at the downtown Cincinnati corporate office with 4 days in the office; Fridays are remote but need to consider the priorities for the week.

APPLY

This executive search is being led by **Michele Plessinger and Erica Drinner**. Use the contact information below to reach out via email with any questions. Please reference the position title and organization in the email header. **APPLY ONLINE.**



Michele Plessinger
Partner, Executive Search Consultant
mplessinger@gilmanpartners.com



Erica Drinner
Executive Search Consultant
edrinner@gilmanpartners.com



Gilman Partners is committed to strengthening leadership teams and elevating the talent in our communities – and that means all qualified applicants will receive consideration without regard to race, ability, religion, sex, age, sexual orientation, gender identity/expression, national origin, or any other legally protected characteristic. You do not have to meet every qualification in this job description to apply. If you're drawn to the position and believe your experience makes you a good fit, we encourage you to reach out.