



Now Hiring: President and Chief Executive Officer

About The Role:

The President and Chief Executive Officer of South Dakota Trade ('SDT' or the 'association'), in tandem with the Board of Directors, will be responsible for setting the overall strategic direction of the association while ensuring operational goals and tactics align with the strategy. The ideal candidate for this position has previous senior leadership experience and a proven track record of effective team management and a results-driven mindset.

Hiring Manager Title:

South Dakota Trade Board of Directors, including the board's Governance Committee

Responsibilities and Duties:

- Develop an annual strategic plan (i.e., dashboard) and ensure its alignment with the vision outlined for the association by the Board of Directors, including input from the Steering Committee;
- Partner with leadership to sustain and grow the membership of the association, strengthen its scope and reach, and ensure its long-term financial and operational sustainability, including leading fundraising efforts;
- Represent the association as required, including attendance at important functions, industry events, and public meetings, and seek out regular opportunities to personally promote the association's value proposition (e.g., speaking engagements);
- Oversee the preparation of annual budgets and advise the Board of Directors on suggested resource allocations to meet the mission and strategic plan of the association;
- Ensure that there is a consistent human resources process in place, covering best-in-class hiring practices, payroll, and benefit administration;
- Lead international trade missions in cooperation with state officials and business leaders;
- Oversee ongoing control processes throughout the association, including establishing annual operational goals and metrics for the association and corresponding performance plans for staff;
- Ensure compliance with State Trade Expansion Program (STEP) grant requirements and federal reporting obligations, and pursue continued federal funding to support the association's trade promotion mission;

SIoux FALLS

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- Cultivate and maintain relationships with foreign consulates, trade officials, and diplomatic representatives to advance South Dakota's international trade interests;
- Support strategies to attract and maintain foreign direct investment (FDI) relationships in South Dakota;
- Oversee the preparation of board materials, coordinate board elections and committee structure, and ensure sound governance practices in partnership with the Board Chair;
- Maintain SDT's relationships with state government (e.g., the Governor's office and relevant state agencies) as a public-private partnership entity.

Desired Qualifications:

- At least 8–10 years of professional leadership experience in a private, nonprofit, or governmental organization;
- Superior leadership, mentoring, and collaboration skills;
- Successful track record in program development and fundraising;
- Ability to effectively navigate a board of directors from a strategic perspective;
- Skill at managing press and media relationships;
- Expert knowledge of international trade and the corresponding dynamics of South Dakota's economy, including an awareness and ability to develop deep relationships with the trade communities and advocacy groups at the community, state, and national levels;
- Curiosity and interest in international affairs, and the ability to translate that interest into meaningful engagement with clients and partners;
- Pride in promoting all things South Dakota, along with a sense of levity and team camaraderie;
- SIDO level 1 and level 2 certification or willingness to obtain;
- MBA or equivalent preferred, but not required; and
- Ability to travel 25–30%.

Resumes can be sent to: info@southdakotatrade.com

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