

Compensation and Benefits

The County of Monterey offers a competitive salary and benefits package. The annual salary range for this position is \$109,782 - \$149,926 depending on qualifications.

- ◆ Retirement: CalPERS Pension Plan; 2% @ 55 for classic members (employee pays 7% member share) or 2% @ 62 for new members (employee pays 6.25% member share). The County also participates in Social Security.
- ◆ Annual Leave: 23 days of annual leave are accrued in the first year; up to 37 days annually after 25 years.
- ◆ Professional Leave: 10 days per calendar year, non-accruable.
- ◆ Holidays: 11 paid holidays per calendar year, plus one Floating Holiday.
- ◆ Winter Recess Leave: 4 days per calendar year, non-accruable (subject to Board approval each year).
- ◆ Health Insurance: The County provides a Flexible Benefits Plan which includes health care, dental, and vision coverage.
- ◆ Life Insurance: \$50,000 term life insurance policy.
- ◆ Management Expense Allowance: \$45.84 per month.
- ◆ Professional Organization Membership: \$400 per calendar year.
- ◆ Flexible Spending Account / Dependent Care Assistance Program: Voluntary program available.
- ◆ 457 Deferred Compensation Plan: Voluntary program available.



For additional information on the County of Monterey, please visit our website at www.co.monterey.ca.us.

Equal Opportunity

Monterey County is a drug-free work place and an equal opportunity employer. The County seeks a candidate who can make contributions in an environment of cultural and ethnic diversity. Monterey County provides reasonable accommodations for the disabled. If you require special arrangements to participate in the selection process, please contact Ginger Ramirez, Associate Personnel Analyst, at ramirezgb@co.monterey.ca.us or (831)759-6723.

The Process

To view more about this exciting opportunity and to apply, please visit by clicking the link: County of Monterey job opportunities. To apply, your completed Monterey County employment application, resume and answers to required supplemental questions must be received no later than 5:00 p.m. Friday, May 21, 2021.

For questions, or to obtain a hard copy application, please contact Ginger Ramirez at ramirezgb@co.monterey.ca.us or (831)759-6723.

Exam: 21/14M12/04GR

The County of Monterey

*Invites interest for the
opportunity of*

Economic Development Manager



Exam: 21/14M12/04GR

Application Filing Deadline: Friday, May 21, 2021

The County of Monterey

Monterey County encompasses some of California's most stunning scenery and offers an ideal year-round Mediterranean climate. Miles of beautiful beaches, spectacular mountain ranges, groves of redwoods, low-rolling foothills, and scenic valleys are characteristics that contribute to the quality of life enjoyed by over 400,000 residents and more than three million tourists who visit the area year-round. Monterey County boasts world-renowned attractions such as the spectacular Big Sur Coast, Monterey Bay Aquarium, Cannery Row, and National Steinbeck Center. It is also home to many world-famous golf courses, including Pebble Beach, Spanish Bay, Spyglass, and Poppy Hills.



The County hosts numerous acclaimed events including the Car Week, Monterey Jazz Festival, Big Sur International Marathon, and California Rodeo in Salinas. Encompassing a total land area of 3,324 square miles, Monterey County is the 16th largest of California's 58 counties and has an economy based largely on agriculture and tourism. The Salinas Valley, known as the "salad bowl of the nation," is abundant with lush produce fields and thriving vineyards. There are also several major educational institutions, including California State University of Monterey Bay, Middlebury Institute of International Studies at Monterey, Defense Language Institute Foreign Language Center, Naval Postgraduate School, Monterey Peninsula College, and Hartnell College in Salinas.

The mission of Monterey County is to excel at providing quality services for the benefit of all Monterey County residents, while developing, maintaining, and enhancing the resources of the area. As a values-based learning organization, our focus is to continually improve County systems, processes, and management practices through an environment of empowerment and innovation.

Monterey County Government

Monterey County has 25 departments with approximately 5,402 employees and a budget of approximately \$1.6 billion. This is a general law county and the governing body is the Board of Supervisors, which is comprised of an elected representative from each of the five supervisorial districts in the County. The County Seat is in Salinas at the Government Center-Courthouse campus, with many department offices located in a variety of other locations throughout the County.

The County of Monterey is seeking to fill the newly created position of Economic Development Manager. As a member of the County Administrative Office, this manager will lead the Economic Development Management team.

The Position and Ideal Candidate

The Economic Development Manager is responsible for developing and recommending overall economic development policies. This innovative leader will coordinate activities with other agencies that promote financial health on a Countywide basis, while fostering opportunities for economic development programs. Duties include creating economic opportunity, providing analysis of proposals, overseeing implementation of programs and providing expertise to County departments and the business community.

Working closely with County officials and departments, this innovative leader will build and maintain strong relationships with the community, labor groups and businesses. An effective communicator, the Economic Development Manager will engage the community, presenting information to the Board of Supervisors; as well as representing the County at meetings with the business community and the public. This manager will act under the direction of senior management within County Administration.

The ideal candidate will have a solid background in federal and state economic development programs and financing methods and will serve as a resource to other departments and to the economic development community. They will be discerning in their review of proposals and contracts for economic feasibility, in their research and preparation of complex grant and funding applications. The Economic Development Manager will be well experienced in contract negotiation and administration, as well as preparation and oversight of program budgets. This very public, community-minded Manager will perform many public relations activities and may serve on various boards and committees.

The ideal candidate will possess the following characteristics:

- Innovative and forward thinking
- Strong leadership abilities
- Strategic thinker (ability to visualize big picture)
- Honesty, integrity, and transparency
- Ability to build relationships and create a team
- Ability to create opportunities
- Exceptional communication skills (written and oral)
- Self-motivated, and takes initiative
- Technical and technological skills

