



Position Profile
President & Chief Executive Officer
Greater Fort Lauderdale Chamber of Commerce
Fort Lauderdale, Florida

The Chamber

The Greater Fort Lauderdale Chamber of Commerce, Inc. (“the Chamber”) founded in 1910, is the largest and oldest business organization in Broward County and serves as a regional business leadership and advocacy organization for Greater Fort Lauderdale and surrounding communities representing over 1,000 diverse large and small businesses. Its mission is to develop and connect partners for economic growth. The Chamber serves businesses across Fort Lauderdale, Oakland Park, Wilton Manors, Deerfield Beach, Weston, Pompano Beach, Hollywood, Sunrise, Pembroke Pines, Davie, and other Broward County Communities.

With over 970 members, the Chamber maintains a broad and diverse membership base that includes companies of all sizes, from small businesses to large multinational corporations, across a diverse range of industries and disciplines including nonprofits, hospitality, healthcare, professional services, and emerging businesses. Its work combines traditional chamber functions like networking and member services with regional advocacy, leadership development, workforce engagement, and economic development initiatives.

The Chamber’s Signature Events include Leadership Fort Lauderdale, Washington Summit, Transportation and Housing Summit, Excellence in Healthcare, Small Business Innovation Conference, and Salute to Business, programs that shape policy, leadership, and opportunity throughout the region. Additional priorities include business advocacy at the local and regional level, economic development and business retention, small business support and visibility, community leadership and volunteer engagement, regional branding and tourism promotion, workforce, and talent development initiatives.

The Chamber continues to position itself as a leading convener of business and civic leadership in South Florida. Current and emerging priorities for the Chamber and regional business community include:

- Continued regional economic diversification
- Support for business relocation and expansion
- Workforce attraction and retention
- Infrastructure and transportation improvements
- Small business resiliency and entrepreneurship
- Strengthening partnerships among municipalities across Broward County
- Sustaining tourism and hospitality growth while managing infrastructure and housing pressures

The Board of Directors has embarked on a national search to recruit a new President & Chief Executive Officer to guide the Greater Fort Lauderdale Chamber of Commerce, and its prominent business and leadership activities.

More information on the Chamber and its programs can be found on the website: www.ftlchamber.com

Greater Fort Lauderdale and Broward County

Greater Fort Lauderdale and Broward County form one of the largest and most economically significant metropolitan regions in the southeastern United States. Located between Miami-Dade and Palm Beach Counties, Broward County includes 31 municipalities and approximately 1.9MM residents. The region combines a major international tourism economy with diversified sectors including healthcare, marine industries, logistics, technology, finance, real estate, and professional services. The region benefits from a large international airport and one of the nation's busiest seaports, as well as strong tourism and hospitality infrastructure, a year-round warm climate and outdoor recreation opportunities, and a highly diverse international population.

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Located at the center of a cosmopolitan urban region, Greater Fort Lauderdale offers a myriad of music, art, sports, theater, dance, and cultural attractions. In Broward County you can attend a professional Florida Panthers hockey game, see a Broadway show or your favorite musical act, or stay active in one of the hundreds of County or local municipality parks offering aquatics, nature walks, batting cages, boat rides, racquet centers, water skiing, horseback riding, target ranges, skate parks, etc.

Greater Fort Lauderdale area is served primarily by the Broward County Public Schools System which operates over 300 schools, offering diverse magnet and Cambridge programs, alongside a robust network of charter schools, and private school options.

For more information about Greater Fort Lauderdale and Broward County please see:

- Visit Lauderdale www.visitlauderdale.com
- City of Fort Lauderdale www.fortlauderdale.gov
- Broward County www.broward.org
- Greater Fort Lauderdale Alliance www.gftlalliance.org

The Position

Location

The President & Chief Executive Officer (“CEO”) position is located in the Greater Fort Lauderdale Chamber of Commerce’s offices at 512 NE 3rd Avenue, Fort Lauderdale, FL 33301.

Reporting Relationships

The President & Chief Executive Officer of the Greater Fort Lauderdale Chamber of Commerce reports to the 68-member Board of Directors. The CEO supervises all Chamber operations and employees, which currently include the Executive Vice President, Senior Business Development & Membership Executive, Chief Financial Officer, Constituent Relations Manager, Membership Retention, Membership Manager, Events & Program Manager, Communications Manager, Business Development Executive, and an Executive Assistant.

Position Charter

The President & CEO reports to the Board of Directors and serves as the chief executive, strategic leader, and public face of the Chamber – advancing business advocacy, strengthening member value, and shaping the long-term economic future of Greater Fort Lauderdale. In partnership with the Board, the CEO advances the organization’s strategic direction, ensures effective implementation of board-approved priorities, and maintains accountability for operational performance and financial stewardship. The CEO oversees day-to-day operations, leads and develops the professional team, supports volunteer leadership, and ensures that programs, services, and advocacy efforts deliver clear and measurable value to members and the broader business community. The role also serves as the primary spokesperson and visible ambassador for the Chamber representing its interests and working closely with business and civic leaders, as well as community partners to advance the Chambers mission to develop and connect partners for economic growth, and its vision to inspire prosperity within the business community.

This is a high-profile leadership position that calls for sound judgment, strong organizational management, and the ability to think strategically while executing effectively. Success in the role requires political awareness, credibility with diverse stakeholders, and a genuine commitment to relationship-building across the business and civic landscape.

Major Duties and Responsibilities include:

The President & CEO is responsible for the following activities within the limits of the Chamber’s bylaws and the policies as established by and with appropriate delegation from the Board of Directors:

Strategy & Leadership

- Develop and implement the Chamber’s strategic plan in partnership with the Board by establishing measurable goals, anticipating economic and workforce trends, and aligning Chamber priorities with long-term regional prosperity and member success.
- Provide visionary and adaptive leadership by fostering a culture of accountability, innovation, collaboration, and continuous improvement while effectively leading through change, ambiguity, and community challenges.
- Translate strategy into measurable outcomes by leveraging data, technology, and emerging business trends to strengthen organizational performance, operational efficiency, and member engagement.

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- Serve as the key liaison between the Board and staff by supporting strong governance practices, implementing Board-directed policies, and ensuring clear communication, transparency, and alignment throughout the organization.
- Strengthen core systems and processes, implementing standard operating procedures including program planning, event execution, communications, to reduce administrative burden and improve delivery quality.
- Provide credible and steady leadership during periods of economic, political, or community disruption while proactively identifying opportunities and risks impacting the business community.

Operations & Financial Stewardship

- Provide executive oversight of Chamber operations, organizational structure, finance, human resources, facilities, and technology to ensure efficient, effective, and mission-aligned performance.
- Ensure sound fiscal stewardship through oversight of budgeting, financial reporting, audits, revenue diversification, and analysis of financial and business trends to support informed decision-making by the Board and leadership team.
- Oversee organizational compliance with all bylaws, governance policies, IRS requirements, and legal obligations while maintaining high standards of ethics, accountability, transparency, and risk management.
- Recruit, develop, and retain a high-performing and member-focused staff by establishing clear expectations, performance metrics, leadership development opportunities, and a collaborative workplace culture.
- Review, negotiate, and manage organizational agreements, partnerships, and contracts to ensure cost effectiveness, strategic alignment, and value to the Chamber and its members.

Membership & Value Creation

- Lead membership growth, retention, and engagement strategies by ensuring members receive measurable value and return on investment through relevant programs, services, sponsorships, and partnerships.
- Oversee the planning, execution, and evaluation of Chamber events, networking opportunities, and special initiatives to strengthen member engagement, visibility, and business connections.
- Build and maintain trusted relationships across businesses of all sizes, industries, entrepreneurs, nonprofits, educational institutions, and community stakeholders to strengthen the Chamber's influence and connectivity.
- Promote inclusive leadership by ensuring small businesses, minority-owned firms, startups, and underserved communities are represented and engaged in Chamber initiatives and decision-making.
- Drive innovation in member services and engagement by leveraging technology, digital communication platforms, and evolving business practices to enhance the Chamber's value proposition and organizational relevance.

Advocacy & Community Relations

- Serve as the Chamber's chief spokesperson and advocate by representing the organization and its members at public events, meetings, media engagements, and networking functions at the local, state, and federal levels.
- Lead public policy and advocacy initiatives by monitoring legislation and regulatory issues, developing data-informed policy positions, and advancing business priorities in a nonpartisan and solutions-oriented manner.
- Foster strategic partnerships and cross-sector collaboration with economic development organizations, educational institutions, government agencies, and community groups to advance workforce, infrastructure, housing, and economic competitiveness initiatives.
- Build consensus among diverse stakeholders by exercising diplomacy, credibility, and relationship-building skills to address complex community and business challenges.
- Communicate the Chamber's vision, impact, and community leadership through compelling storytelling, transparent communication, and effective use of traditional and digital media platforms.

Compensation

The President & Chief Executive Officer is expected to earn a competitive base compensation commensurate with the candidate's experience and knowledge. In addition, the candidate will receive appropriate benefits including but not limited to healthcare, retirement, paid holidays, and other paid time off. Additional perquisites and some relocation assistance may be provided.

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The Candidate

Education

A bachelor's degree in Business, Marketing, Public Administration, or related field is required; Masters's degree, an Institute for Organization Management (IOM), Certified Chamber Executive (CCE), or Certified Association Executive (CAE) designation received or in progress is valued but not required.

Professional Qualifications

The ideal candidate must have at least 7 years of progressive leadership experience and may come from a variety of backgrounds such as: serving as the top executive within a progressive and comparably-sized Chamber of Commerce, association, nonprofit, economic development or related business organization; experience as a “#2” or other senior-level executive at a larger like enterprise as noted above; or an executive from a private or public sector entity.

Preferred Knowledge, Skills, and Abilities

- **Advocacy/public policy/community relations** (experience navigating local, state, regional, and national governmental processes and related organizations; capable of advancing sound public policy while building effective, balanced relationships with elected and appointed officials and their staffs).
- **Board relationships** (significant experience with Board development, recruitment, governance, and effective engagement with Boards of Directors).
- **Business savvy** (demonstrated success serving businesses of all sizes, from entrepreneurs and small enterprises to large national and global companies).
- **Collaborative relationships** (demonstrated ability to develop and sustain effective partnerships across business, government, education, nonprofit, and community sectors to advance shared regional priorities).
- **Communication/media relations** (strong communicator with internal and external audiences including business members, prospects, Boards of Directors, government representatives, staff, media, and the public; effectively articulates organizational goals, objectives, and policy positions).
- **Community/regional development** (ability to identify local and regional opportunities and challenges and effectively collaborate with regional organizations to achieve common economic and community goals).
- **Economic/business development** (experience working collaboratively with public and private partners to promote economic growth, business expansion, workforce development, and regional competitiveness).
- **Educational connections** (demonstrated collaboration with public and private educational institutions, technical schools, colleges, and universities; understands partnerships and programs that strengthen workforce development initiatives).
- **Executive leadership experience** (strong organizational leadership and talent development experience; proven ability to effectively lead a complex organization and high-performing team).
- **Fiscal management** (demonstrated ability to manage organizational finances, develop diverse revenue sources, and maintain long-term financial stability through prudent fiscal oversight).
- **Innovation and technology** (embraces innovation and emerging technology; values digital engagement, social media, and technology-driven organizational effectiveness).
- **Membership development** (successful track record in membership growth, retention, engagement, and delivering measurable member value within a membership-based organization).
- **Planning** (successful experience developing and implementing strategic and operational plans that produce measurable outcomes).
- **Resource development** (experience leading successful revenue-generating initiatives including sponsorships, fundraising campaigns, publications, advertising, special events, dues, and non-dues revenue programs).
- **Regional and national engagement** (demonstrated ability to develop and maintain strong regional and national relationships with business, government, and public-sector organizations).
- **Sales and promotion** (ability to effectively market, promote, and enhance the visibility of the Chamber and the Greater Fort Lauderdale area).
- **Varied industries** (experience engaging executives and business owners across diverse industries including hospitality, manufacturing, construction, marine, education, healthcare, transportation/logistics, professional services, and retail).

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Desired Personal Traits

- **Business champion** (demonstrates a strong belief in the free enterprise system and the role of business in advancing economic and community development).
- **Change agent** (sets a clear, collaborative vision and is willing to take calculated risks to challenge conventional thinking and drive positive change).
- **Collaborative and convening** (values teamwork and shared success; works effectively with and through others, prioritizes collective outcomes, and willingly shares credit; brings necessary parties to the table to drive positive outcomes).
- **Communication and interpersonal skills** (engaging and personable; relates well to diverse audiences at all levels; strong listener and effective written and verbal communicator who builds constructive relationships).
- **Positive** (demonstrates enthusiasm, strong work ethic, and a positive, resilient attitude with an ability to navigate challenges).
- **Executive presence and credibility** (polished, confident, and credible; commands the respect of Board, staff, business, government, and community leaders).
- **Innovative** (advances creative, forward-thinking solutions that support economic growth, business innovation, and organizational relevance).
- **Integrity** (genuine, authentic, and transparent; upholds the highest ethical and moral standards and earns trust across stakeholders).
- **Motivation** (inspires others through a clear vision, positive leadership, and knowledge).
- **Organizational and results-oriented** (demonstrates strong organizational skills with a focus on achieving goals and delivering measurable outcomes; moves forward with intention and a sense of urgency).
- **People-centered leadership** (empowering management style that develops, mentors, and holds staff accountable while fostering a high-performing team culture).
- **Political acumen** (demonstrated ability to effectively navigate and build relationships across local, county, state, and federal environments).
- **Persuasive** (able to synthesize diverse perspectives and influence stakeholders toward practical, consensus-driven solutions).
- **Strategic thinker** (forward-looking and big-picture oriented; able to anticipate future trends and guide the organization and community toward long-term success).
- **Visible community leader** (highly engaged and active within the organization and broader community; maintains a strong and consistent presence among key stakeholders).

Challenges and Opportunity

The projected first year accomplishments and projects for the new President & CEO of the Greater Fort Lauderdale Chamber of Commerce include:

- Establish a strong presence as CEO of the Chamber and gain a comprehensive understanding of all aspects of the organization, including staff, Board leadership, operations, and financials.
- Build and strengthen working relationships with City, County, and key community partners to align efforts and create a solid foundation for future collaboration and impact.
- Initiate both formal and informal introductions with Chamber members, community partners, and the broader Greater Fort Lauderdale business community through targeted communications, meetings, and events to develop trusted, long-term relationships.
- Assess the Chamber's financial position, organizational structure, team, and strategic priorities, and collaborate with staff and the Board to establish clear structure, roles, and standard operating procedures.
- Lead a comprehensive fact-finding and stakeholder engagement process to inform the development of a strategic plan and a prioritized, actionable program of work.
- Become highly visible and engaged in the community by attending Chamber and non-Chamber events, establishing a strong presence as the face of the Chamber.
- Develop and strengthen regional relationships to support broader economic growth and position the Chamber as a key partner across the region.

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This is a compelling opportunity to lead a respected Chamber in the fastest growing county in the fastest growing state and one of the most dynamic and diverse regions in the country. Greater Fort Lauderdale and Broward County are defined by their collaborative spirit, where business, government, education, and community partners work together to advance shared goals and drive inclusive economic growth. With a strong foundation, the Chamber is well-positioned for its next phase of impact.

The next President & CEO will have the opportunity to shape the organization's future while influencing the broader trajectory of the region. For a relationship-driven leader, this role offers the chance to strengthen connections across a diverse business community, champion regional collaboration, and leave a lasting imprint on Greater Fort Lauderdale's continued growth and competitiveness.

Contacts

If you know an outstanding chamber of commerce or economic development executive or other business leader who meets these requirements and would be interested in evaluating this dynamic opportunity, please email:

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The Greater Fort Lauderdale Chamber of Commerce and WAVERLY PARTNERS firmly support the principle and philosophy of equal opportunity for all. All applicants will be considered for employment regardless of race, color, religion, sex, sexual orientation, gender identity/expression, pregnancy, national origin, veteran or service member status, age, marital status, political affiliation, disability, or any other protected status in accordance with the requirements of all applicable laws.

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