



MGT

CITY OF SCOTTSDALE, ARIZONA

**SENIOR DIRECTOR OF
ECONOMIC DEVELOPMENT & TOURISM**

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The City of Scottsdale is seeking an experienced and visionary leader to serve as its next Senior Director of Economic Development & Tourism. This executive role provides an opportunity to guide two high-performing departments that are central to the city's success. Known internationally as a premier resort community with a thriving economy and exceptional quality of life, Scottsdale offers a unique platform for a leader to shape both economic development and tourism strategies. The Senior Director will guide efforts to retain and expand the city's diverse business base, while also leveraging Scottsdale's reputation as a luxury destination to attract investment, visitors, and long-term opportunity. This role calls for a forward-looking professional who can champion innovation, strengthen partnerships, and enhance the city's standing as one of the most desirable places to live, work, and visit.





ABOUT THE CITY

Nestled in the Sonoran Desert at the base of the McDowell Mountains, Scottsdale is one of the nation's premier communities, celebrated for its exceptional quality of life and dynamic economy. With more than 246,000 residents, Scottsdale blends the charm of its historic Old Town with modern neighborhoods, high-performing schools, and abundant cultural and recreational amenities. The city's location in the greater Phoenix metropolitan area provides both the advantages of a major urban center and the distinctive character of a world-class desert community.

Scottsdale is internationally recognized as a luxury resort destination and draws millions of visitors each year to its award-winning hotels, spas, restaurants, golf courses, and signature events. Anchored by a strong tourism sector, the local economy also thrives with innovation in healthcare, bioscience, technology, and financial services. Major employers include Mayo Clinic, Vanguard, Nationwide, and GoDaddy, while the Scottsdale Airpark and SkySong Innovation Center continue to attract startups and corporate investment.

Beyond its economic strength, Scottsdale offers a lifestyle that combines natural beauty, cultural richness, and modern amenities. With 314 days of sunshine annually, residents enjoy access to the 30,000-acre McDowell Sonoran Preserve, along with galleries, museums, performing arts, and nightlife. Scottsdale is proud of its heritage and character, a community where people choose to live because it is welcoming, vibrant, and distinct. Its reputation as both a luxury destination and a highly livable city reflects a balance of growth and quality of life. With excellent schools, strong neighborhoods, and diverse amenities, Scottsdale provides a community environment that appeals to residents of all ages.

SCOTTSDALE FACTS

Incorporated: 1951

Slogan: "The West's Most Western Town"

Official Food: Chili (by 1994 Mayoral proclamation)

Population: 246,170

Size: 184.5 square miles, stretching 31 miles from north to south

Elevation: 1,150 to 4,877 feet above sea level

Average sunny days: 314

Average rainfall: 7.66 inches





CITY ORGANIZATION AND DEPARTMENTS

The City of Scottsdale is governed by a mayor and six council members, who set policy direction and establish community priorities. The city manager serves as the organization's chief executive, leading a staff of talented professionals who deliver high-quality services across a full range of municipal functions. Scottsdale's government is recognized for its fiscal discipline, commitment to innovation, and focus on maintaining the community's exceptional quality of life.

The Senior Director provides strategic direction to both the Economic Development Department and the Tourism & Events Department, ensuring that business development, tourism, and events work together to enhance Scottsdale's economic vitality and global brand.

The Economic Development Department, with six staff members and a FY25/26 budget of \$1.4 million, focuses on business attraction, retention, and expansion; entrepreneurial and small business support; and marketing Scottsdale as a premier location for corporate investment and innovation.

The Tourism & Events Department, with 7.7 FTEs and a FY25/26 budget of \$30.6 million, manages the city's contract with Experience Scottsdale, oversees tourism-related event funding, and stewards contracts with Scottsdale Arts and other cultural partners. The department promotes Scottsdale as a premier visitor destination through support of high-profile events, cultural programming, and tourism marketing.

Together, these departments drive Scottsdale's reputation as both a thriving economy and a world-class destination.



THE POSITION

The Senior Director of Economic Development & Tourism provides executive leadership for two departments that are central to Scottsdale's prosperity and reputation. The Senior Director oversees business development initiatives, international and domestic marketing strategies, and the city's tourism and events portfolio. This highly visible role requires a leader with both technical expertise and the ability to build trust and relationships across sectors.

The successful candidate will:

- Provide strategic leadership and vision to guide the city's economic development and tourism efforts in alignment with community priorities.
- Lead business attraction, retention, and expansion initiatives, balancing support for established employers with strategies to position Scottsdale for future investment.
- Oversee tourism marketing and events, including contract management with Experience Scottsdale and Scottsdale Arts, ensuring these efforts strengthen both the visitor economy and Scottsdale's broader brand.
- Manage and mentor staff while setting clear performance expectations and cultivating a results-driven, collaborative culture.
- Build and sustain strong partnerships with the Scottsdale Chamber of Commerce, Greater Phoenix Economic Council, Arizona Commerce Authority, and other local, regional, and state partners.
- Leverage Scottsdale's reputation as a premier luxury destination, integrating tourism and resort assets into economic development strategies.
- Curate business attraction strategies that align with Scottsdale's luxury brand and lifestyle, with emphasis on sectors such as wellness, healthcare, wealth management, tourism and research.
- Demonstrate strong communication and presentation skills, including the ability to engage with City Council, business leaders, and residents in clear and compelling ways.
- Apply financial and analytical expertise to real estate pro formas, contracts, and incentive strategies that support business attraction and redevelopment.
- Anticipate and respond to opportunities using forecasting, market analysis, and pipeline management.
- Serve as a visible and trusted representative of the city, building relationships across diverse audiences and navigating political dynamics with diplomacy and integrity.

KEY PRIORITIES

This position will step into leading two departments that are central to Scottsdale's prosperity and international profile. The role offers the opportunity to shape strategy, strengthen partnerships, and position the city for continued success as both an economic hub and premier destination. Key opportunities and challenges include

- Developing and implementing a new Economic Development Strategic Plan that defines focus areas, target sectors, and measurable goals for the city's next phase of growth.
- Balancing and integrating economic development and tourism functions, ensuring both departments contribute equally to Scottsdale's prosperity, and leveraging Experience Scottsdale's resources, luxury brand, and signature events to support long-term business growth.
- Enhancing business retention and expansion efforts, strengthening relationships with existing employers and ensuring Scottsdale remains competitive as it nears buildout.
- Elevating visibility in the community, particularly in Old Town, by being present and accessible to businesses, residents, and partners.
- Ensuring strong performance and accountability across both departments, while fostering a collaborative and results-oriented culture.
- Supporting redevelopment opportunities as available land becomes limited, including applying financial and real estate expertise to complex projects.





MINIMUM QUALIFICATIONS

The position requires a bachelor's degree in business, economics, finance, public administration, community planning, or a related field, and a minimum of eight years of progressively responsible leadership and managerial experience in an economic development or tourism organization. An equivalent combination of education and job-related experience may substitute for the educational requirements on a year-for-year basis.

HOW TO APPLY

The salary range for this position is \$167,086.40 to \$225,700.80, dependent on qualifications. The City of Scottsdale provides a comprehensive benefits program that includes generous paid leave, health and dental coverage, participation in the Arizona State Retirement System, and much more. For more information about benefits, [click here](#).

Candidates can apply online at govhrjobs.com with a résumé, cover letter, and contact information for five professional references. Deadline for applications is October 15, 2025. For more information, contact Mary Jacobs, MGT Director – Human Capital Solutions, at 847-380-3240 ext. 117.

The City of Scottsdale is an Equal Opportunity Employer. The City makes reasonable accommodations for qualified individuals with disabilities throughout the recruitment process.

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