



**Fairfax County**  
Economic Development Authority

# **VICE PRESIDENT BUSINESS INVESTMENT**



# VICE PRESIDENT, BUSINESS INVESTMENT

## Fairfax County Economic Development Authority (FCEDA)

The Fairfax County Economic Development Authority is looking for a driven professional whose career is on the rise to lead one of the nation's most respected economic development business investment programs.

### THE OPPORTUNITY

This position provides a unique opportunity to shape the future growth of Fairfax County, Virginia—one of the world's leading centers for technology, innovation, and business investment. The Vice President will lead the FCEDA's business attraction, retention, expansion, entrepreneurship, and business diversity efforts while managing a high-performing team responsible for domestic and international business development.

Reporting to the Executive Vice President, the Vice President oversees FCEDA's National Business Investment, International Business Investment, and Business Diversity and Entrepreneurship divisions. The position is responsible for developing and executing business investment strategies, directing outreach to corporate decision-makers and site selectors, leading high-profile headquarters and expansion projects, and helping secure new jobs and capital investment for Fairfax County.

This role offers the opportunity to lead complex initiatives and influence economic growth. The position is ideal for a strategic, results-oriented leader who thrives in a fast-paced environment, enjoys building relationships, and is motivated by the opportunity to make a measurable impact on a world-class economy.

### QUALIFICATIONS

#### Required Qualifications

- Bachelor's degree in business, economics, public administration, marketing, finance, urban planning, or a related field.
- Demonstrated experience leading business attraction, business development, economic development, corporate expansion, site selection, commercial real estate, or a related field.
- Experience developing and implementing strategic initiatives and achieving measurable performance objectives.
- Experience leading, managing, and developing high-performing professional teams.
- Strong relationship-building skills and the ability to effectively engage corporate executives, entrepreneurs, site selectors, elected officials, and other senior stakeholders.
- Excellent written, verbal, presentation, and interpersonal communication skills.

## **QUALIFICATIONS, CONT.**

- Proven ability to manage complex projects involving multiple stakeholders and competing priorities.
- Strong analytical and problem-solving skills, including the ability to evaluate market opportunities and make strategic recommendations.
- Ability to travel domestically and internationally as required.

### **Preferred Qualifications**

- Experience working with technology, government contracting, cybersecurity, data center, life sciences, advanced manufacturing, or other knowledge-based industries.
- Experience responding to Requests for Information (RFIs), Requests for Proposals (RFPs), site selection projects, or corporate headquarters and expansion opportunities.
- Knowledge of state and local economic development programs and incentive structures.
- Experience working with local, state, regional, and international economic development organizations.
- Experience managing budgets, performance metrics, and strategic business development programs.

Appointee to the position must satisfactorily complete a criminal background check and credit checks.

## **SALARY RANGE**

\$150,000 to \$185,000

## **BENEFITS**

FCEDA positions are attached to Fairfax County Government for payroll and benefits and are exempt from county civil service rules and regulations. Our benefits include:

- Defined benefit (pension) plan
- Deferred compensation (457) plan
- Annual leave starting at 13 days
- Sick leave starting at 13 days
- Paid family leave up to 6 weeks
- Paid holidays, 10 per year
- Medical, vision and dental insurance
- Life insurance
- Long-term disability insurance

## **BENEFITS, CONT.**

- Flexible spending accounts
- LiveWell program
- Employee Assistance Program (EAP)

For more details about county benefits, visit <https://www.fairfaxcounty.gov/hr/department-human-resources-employee-benefits>.

## **ABOUT THE FAIRFAX COUNTY ECONOMIC DEVELOPMENT AUTHORITY**

Founded in 1964, the Fairfax County Economic Development Authority is an independent authority chartered by the Commonwealth of Virginia to promote Fairfax County as one of the best business locations in the world. FCEDA works with companies to start, expand, or relocate operations in Fairfax County, Virginia, and supports a diverse and innovative business ecosystem that drives job creation and long-term economic vitality.

Recognizing that workforce availability is one of the most critical factors influencing business success, FCEDA also operates a multi-faceted talent program that has become a core pillar of the organization's mission.

Headquartered in Tysons, Virginia, FCEDA collaborates closely with Fairfax County government and regional partners and maintains international offices to support global business attraction efforts. The organization is widely respected for its professionalism, market intelligence, and commitment to delivering results.

## **ABOUT FAIRFAX COUNTY**

Fairfax County offers one of the most dynamic and competitive business environments in the world. With an economy valued at approximately \$177 billion, the county anchors one of the strongest regional economies globally and is recognized for its depth, resilience, and innovation.

Long known for its leadership in government consulting and defense technology, Fairfax County has also cultivated large and growing concentrations of commercial information technology, financial services, software, communications, and technology management firms. The county is widely regarded as a place where the nation turns for innovative solutions in knowledge-based industries.

From high-profile, publicly traded corporations to fast-growing entrepreneurial startups, Fairfax County is home to many of the world's leading technology companies competing across business, government, and consumer markets. This diverse and sophisticated business ecosystem provides a powerful platform for sustained economic growth and global competitiveness.

## **HOW TO APPLY**

Interested candidates should submit a cover letter and resume to **Sandra White, Director of Operations and HR**, at [swhite@fceda.org](mailto:swhite@fceda.org), no later than Friday, July 10, 2026. Please include the job title and source of the advertisement within the subject line. No phone calls, please.