



**POSITION SUMMARY**  
**PRESIDENT & CHIEF EXECUTIVE OFFICER**  
**NEWARK REGIONAL BUSINESS PARTNERSHIP**  
**Newark, New Jersey**

*The Newark Regional Business Partnership* (“NRBP”) in Newark, New Jersey is a chamber of commerce organization committed to the success of its members and the vitality of New Jersey’s largest city and surrounding region. The organization was founded in 1869 as the Newark Board of Trade and has evolved and progressed with changing times into a partnership that truly performs for its members. The organization has over 300 active members who are seeking to grow and contribute to the vitality of the Greater Newark ecosystem. More than half of NRBP’s members are Newark-based, with the balance from throughout the metropolitan area. The organization’s broad-based membership includes corporations, professionals, small businesses, universities, and nonprofit entities. Collectively, NRBP’s membership employs more than 150,000 in the region, a substantial number that benefits from the organization’s robust programs and activities.

NRBP presents dozens of events each year, including networking socials, educational business seminars, special interest group gatherings, gala dinners, business expos, and local service activities. The organization is firmly committed to be an effective advocate for the business community at the municipal, county, state and Federal level and serves as a clearinghouse of information for its members through various channels including website, social media, blog, and Member Update e-newsletter. NRBP’s core competencies are building collaborative relationships, facilitating strategic partnerships, and serving as a trusted source for reliable business information and educational programming. In addition to its core activities, the organization also houses an affiliate 501(c)(3), the Renaissance Newark Foundation (“RNF”). RNF supports economic development efforts through educational programs, research, and activities that promote Newark.

The Newark Regional Business Partnership has a combined chamber and foundation budget of \$1MM and a full-time professional staff of 4. Chip Hallock has served as the Chamber’s CEO for 25 years and has announced his plans to retire. The Board of Directors has therefore embarked on an executive search to recruit a new leader to guide the Chamber and its prominent business leadership activities within the region. [www.newarkrbp.org](http://www.newarkrbp.org)

*President & Chief Executive Officer* (“CEO”) of the NRBP reports to the Chair of the 10-member Executive Committee of the Board of Directors. The full Board of Directors has over 30 members and meets quarterly while the Executive Committee meets 6 to 8 times annually. The CEO leads and directs staff including: Vice President-Communications and Programming; Vice President-Member Relations & Engagement; Information Specialist and a contract Accountant. Other important interactions include: representatives and employees of NRBP member organizations; municipal and county elected and appointed officials; state and national elected officials and their staffs; representatives of other public and private sector organizations with related community and economic development missions; university and other education officials; and members of the media.

The CEO is responsible for the overall leadership and management of the Newark Regional Business Partnership and its affiliate subsidiary the Renaissance Newark Foundation. The CEO will have a strong external focus and serve as a key spokesperson and advocate for the Newark regional business community while successfully operating at the highest levels of influence with key government, legislative and business leaders.



## Position Summary ~ President & Chief Executive Officer

**Ideal candidate** will bring 10+ years of progressively responsible experience, with a minimum of 4 years in senior leadership and may come from a variety of backgrounds such as, but not limited to: the top executive of a progressive and comparably sized chamber of commerce, or related significant business association; experience as a “second in command” or other senior-level executive at a larger like-enterprise as noted above; an executive with a strong record of community involvement from a complex private business, nonprofit organization or public-sector entity. Board interaction, experience leading large numbers of volunteers, and demonstrated experience overcoming challenges are all strongly desired. An undergraduate degree and an advanced degree are preferred. However, a combination of education, lived and learned experience will be valued and considered. If a candidate brings experience in the chamber industry, then a graduate of U.S. Chamber’s Institute for Organization Management or Certified Chamber Executive designation is desirable.

**Outstanding opportunity** for a chamber of commerce, association, or perhaps private sector executive to lead an organization committed to the success of growing the Newark region. NRBP is recognized by its members as being a “connector” of people and opportunities and a strong advocate for issues that affect its members on the local and state levels in particular. The CEO will inherit an enthusiastic, knowledgeable and dedicated staff and a committed Board of Directors. The CEO is a highly visible leadership position and, as such, the new leader will have considerable influence on the growth and development of the Newark region in the years to come. The organization will benefit from new energy and ideas, along with a fresh set of eyes to look at all aspects of operations, communications, and member engagement in an effort to demonstrate NRBP’s continued impact and relevance to members and prospective members of all sizes. While the organization is recognized as having a positive impact for its members, NRBP’s volunteer leaders have high expectations and are looking forward to dynamic new leadership, especially in a post-covid era.

**Contact:** If you are aware of an outstanding chamber, association or business executive who meets the profile requirements, please contact WAVERLY PARTNERS, the executive search firm retained by the NRBP Board on this search and the preferred provider of executive search services of the Association of Chamber of Commerce Executives. A full Position Profile is available upon request.

Email: [Newark@Waverly-Partners.com](mailto:Newark@Waverly-Partners.com)

Deborah M. Galbraith, Managing Director & Principal  
WAVERLY PARTNERS, Kansas City, Kansas  
O: 785.856.9273; C: 785.764.2920; [DGalbraith@Waverly-Partners.com](mailto:DGalbraith@Waverly-Partners.com)

Eric N. Peterson, Managing Director & Principal  
WAVERLY PARTNERS, Cleveland, Ohio  
O: 440.892.5961; C: 440.463.0988; [EPeterson@Waverly-Partners.com](mailto:EPeterson@Waverly-Partners.com)

*The Newark Regional Business Partnership and WAVERLY PARTNERS value workforce diversity, inclusion, and equity. The NRBP complies with all Federal, State, and local laws mandating Equal Employment Opportunities. All qualified applicants will be considered in accordance with applicable laws prohibiting discrimination on the basis of race, color, religion, national origin, ancestry, sex, gender, age, veteran status, disability, marital status, gender identity or sexual orientation.*

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