



## ECONOMIC DEVELOPMENT DIRECTOR

Economic Development  
Department

Annual Salary:  
\$95,000–\$120,000 DOE/DOQ

Del Rio, Texas



Are you a visionary, bilingual economic development professional who thrives in cross-cultural environments and excels at creating opportunity across borders? **If so, apply to be Del Rio's next Economic Development Director!**

We're looking for an exceptional leader who is:

- Skilled at building relationships across public and private sectors
- Experienced in economic development strategy and implementation
- Comfortable operating in dynamic, binational settings

**Del Rio, Texas: Gateway to Adventure, Rooted in Heritage** – read on to learn more about this opportunity!

# ABOUT THE COMMUNITY

Del Rio is a vibrant border city with more than 35,000 residents, blending small-town charm with dynamic economic potential. Located just 152 miles west of San Antonio and six miles from the Rio Grande, Del Rio is directly connected to its sister city, Ciudad Acuña, via the Del Rio–Ciudad Acuña International Bridge.

The region is home to breathtaking natural beauty, including Lake Amistad and San Felipe Springs. Laughlin Air Force Base—the largest pilot training base in the U.S. Air Force—is also a major economic driver and community partner.

Del Rio is proud of its diverse cultural identity, welcoming spirit, and strong sense of community. With affordable housing, excellent schools, and access to outdoor recreation, it's a great place to live and work.



POPULATION

**35,000**



MEDIAN HOUSEHOLD INCOME

**\$59,588**



MEDIAN HOME VALUE

**\$143,200**

AVERAGE MONTHLY RENT

**\$892**

**Tourism**



**History**



## GOVERNANCE & ORGANIZATION

Del Rio operates under a Council-Manager form of government. The Mayor and three Council Members are elected at-large, while three Council Members represent geographic districts. All serve four-year terms with a two-term limit.

The City provides a full range of services including:

- Public Safety (Police and Fire)
- Community and Economic Development
- Public Works and Utilities





## ABOUT THE JOB

The Economic Development Department provides leadership in business retention, attraction, and growth. The department also oversees Main Street and works closely with the Type B Economic Development Corporation.

Reporting to the City Manager, the new Economic Development Director will:

- Lead regional job creation and investment initiatives
- Coordinate cross-border efforts with Ciudad Acuña and binational partners
- Facilitate commercial and industrial recruitment efforts
- Collaborate with Retail Coach on expanding retail opportunities
- Spearhead planning for a second international bridge project and work to bring additional commercial airline service to the region

## ORGANIZATION QUICKFACTS



EMPLOYEES

**2**

(DIRECTOR, MAIN STREET MANAGER)



BUDGET

**\$220,500**

Economic Development

**\$311,900**

Main Street

## ORGANIZATION DIVISIONS

- ECONOMIC DEVELOPMENT
- MAIN STREET

## KEY PROJECTS FOR 2025

- BRIDGE PLANNING FOR A SECOND INTERNATIONAL CROSSING
- EXPANSION OF COMMERCIAL AIR SERVICE INTO DEL RIO
- COORDINATION WITH RETAIL COACH ON BUSINESS RECRUITMENT
- WORK TOWARDS EXPORT FACILITATION INITIATIVES WITH INTERNATIONAL PARTNERS
- WORK TO CREATE INDUSTRIAL DEVELOPMENT TO GROW THE LOCAL TAX BASE

[Full Job Description](#)



# THE IDEAL CANDIDATE

The ideal candidate will have proven experience in economic development, especially in cross-border or international contexts. They will demonstrate clear communication, cultural competency, and strategic thinking.

This leader must be comfortable in bilingual settings and confident in developing relationships across public, private, and international sectors. Experience with economic planning, business attraction, and infrastructure development is key, along with the ability to advocate for Del Rio's growth across regional and national networks.



## EXPERIENCE & QUALIFICATIONS

### Required:

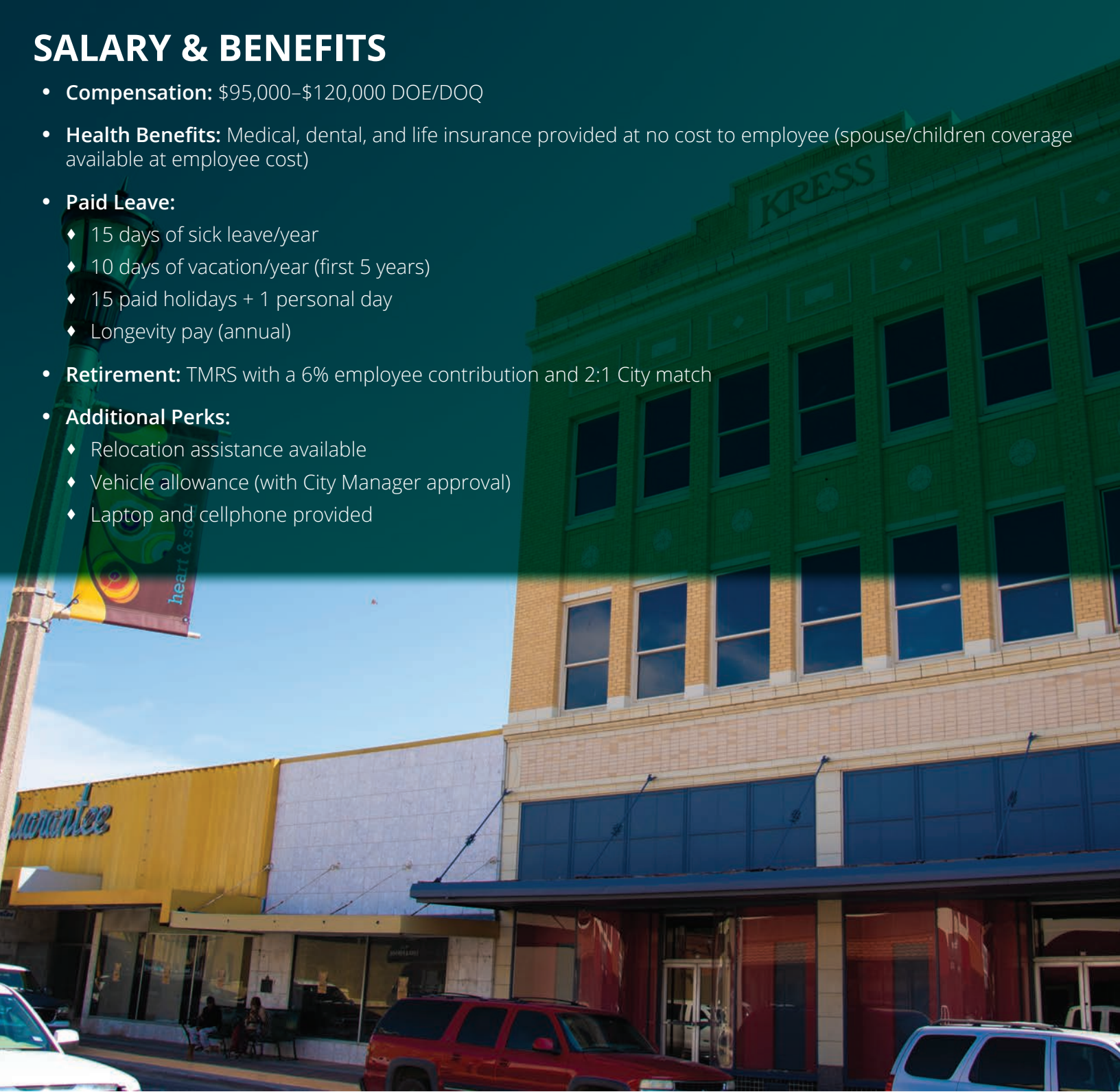
- Bachelor's degree in Business, Public Administration, Economics, Planning, or related field
- Minimum 5 years of related economic development experience
- Valid Texas Class C Driver's License
- Ability to obtain Certified Economic Developer (CEcD) accreditation
- Bilingual (English/Spanish)

### Preferred:

- Master's degree (may substitute for 2 years of experience)
- CEcD accreditation
- Experience in binational or international economic development initiatives

# SALARY & BENEFITS

- **Compensation:** \$95,000–\$120,000 DOE/DOQ
- **Health Benefits:** Medical, dental, and life insurance provided at no cost to employee (spouse/children coverage available at employee cost)
- **Paid Leave:**
  - ♦ 15 days of sick leave/year
  - ♦ 10 days of vacation/year (first 5 years)
  - ♦ 15 paid holidays + 1 personal day
  - ♦ Longevity pay (annual)
- **Retirement:** TMRS with a 6% employee contribution and 2:1 City match
- **Additional Perks:**
  - ♦ Relocation assistance available
  - ♦ Vehicle allowance (with City Manager approval)
  - ♦ Laptop and cellphone provided



## HOW TO APPLY

Apply Here



For more information on this position, contact:

**Marsha Reed, Senior Vice President**

[MarshaReed@GovernmentResource.com](mailto:MarshaReed@GovernmentResource.com) | 806-789-9641

*The City of Del Rio is an Equal Opportunity Employer and values diversity in its workforce. Applicants selected as finalists for this position will be subject to a comprehensive background check.*