



# EXECUTIVE DIRECTOR

Gainesville Economic  
Development Corporation

Annual Salary:  
\$150,000–\$200,000 DOE/DOQ

Gainesville, Texas



**Are you a collaborative, results-oriented leader with a passion for driving economic growth and building strategic partnerships?** If so, apply to be Gainesville's next Executive Director of the Economic Development Corporation!

We're looking for an exceptional leader who is:

- Experienced in economic development and business retention strategies
- Skilled at fostering relationships with public and private partners
- Knowledgeable in industry recruitment, workforce development, and infrastructure planning

*Totally Texas, All American* – read on to learn more about this exciting opportunity!



# ABOUT THE COMMUNITY

Gainesville, Texas, is a welcoming North Texas community that blends small-town charm with proximity to major urban amenities. Known as a patriotic and historic city, Gainesville prides itself on its high quality of life, vibrant community spirit, and exceptional amenities.

Located near the Oklahoma border, along I-35 and U.S. Highway 82, Gainesville offers quick access to the Dallas–Fort Worth Metroplex while maintaining its close-knit character. Residents enjoy a wide array of attractions, including the Medal of Honor Museum, Frank Buck Zoo, scenic parks, and numerous community events. Gainesville also supports a thriving arts and culture scene with concerts, exhibitions, and festivals throughout the year.

Historically significant, Gainesville embraces redevelopment opportunities that balance preservation with modern growth. Today, the community fosters both small business success and large-scale industry recruitment, offering ample opportunities for new businesses and residents to thrive.



POPULATION  
**17,688**



MEDIAN HOUSEHOLD INCOME  
**\$56,341**



MEDIAN HOME VALUE  
**\$162,900**

AVERAGE MONTHLY RENT  
**\$1,244**

## GOVERNANCE & ORGANIZATION

The Gainesville Economic Development Corporation is a **Type B Texas EDC** funded by a 0.25% sales and use tax. The GEDC is governed by a 7-member Board of Directors appointed by the City Council, with 6 ex officio members including the Mayor and City Manager. The Board may serve three terms of two years each.

The City of Gainesville provides a full range of municipal services, including police, fire, public works, parks and recreation, planning, and economic development support.

[History](#)



[Tourism](#)





## ABOUT THE JOB

The Gainesville Economic Development Corporation provides leadership in business attraction, retention, and workforce development. The Executive Director oversees strategic planning, infrastructure initiatives, incentive programs, and site selection activities to expand Gainesville's economic base.

Reporting to the GEDC Board, the new Executive Director will:

- Lead efforts to attract new industries and high-paying jobs
- Develop and execute a Business Retention & Expansion (BRE) program
- Foster partnerships with city staff, regional organizations, and local businesses
- Support redevelopment initiatives along I-35 and U.S. Highway 82 corridors
- Collaborate with educational institutions on workforce training

[Full Job Description](#)



### ORGANIZATION QUICKFACTS



EMPLOYEES

**2**



BUDGET

**\$1.8**  
MILLION

### KEY PROJECTS FOR 2026

- Recruit new industries offering high-paying jobs
- Advance redevelopment of central city areas into mixed-use projects
- Develop and launch a Business Retention & Expansion program
- Partner on IH-35 and U.S. 82 corridor development initiatives
- Update and implement an Economic Development Strategic Plan



# THE IDEAL CANDIDATE

The ideal candidate will be a proven economic development professional with the ability to build strong partnerships and navigate the unique challenges of a smaller community with limited resources. They will demonstrate a collaborative leadership style, strong communication skills, and the ability to inspire trust among stakeholders.

Successful candidates will bring knowledge of economic development tools such as TIRZ, MUDs, and PIDs, along with experience in workforce training, business retention, and industry recruitment. They will also understand the importance of diversifying the economy, working effectively with the oil and gas sector while pursuing opportunities in advanced manufacturing and high-tech industries.



## EXPERIENCE & QUALIFICATIONS

### Required:

- Bachelor's degree from an accredited college or university
- Five to seven years of increasingly responsible economic development experience
- Demonstrated local government experience with an emphasis on economic development

### Preferred:

- Graduate of the Economic Development Institute and/or Certified Economic Developer (CECd)
- Experience with business retention & expansion, redevelopment, and workforce development initiatives
- Knowledge of oil/gas, advanced manufacturing, and high-tech industries
- The successful candidate will be expected to establish residency in Gainesville within 3 months



# SALARY & BENEFITS

- **Compensation:** \$150,000–\$200,000 annually, DOE/DOQ
- **Health Benefits:** The City provides employee medical coverage and Life & AD&D insurance. Voluntary enrollment is available for dependent medical, dental, vision, supplemental life/AD&D, Aflac, and flexible spending options.
- **Paid Leave:** Employees accrue vacation and sick leave monthly. Sick leave accrues at 8 hours per month. Vacation is negotiable depending on prior experience.
- **Retirement:** Participation in the Texas Municipal Retirement System (TMRS), with a 7% employee contribution and a 1.5:1 employer match. TMRS includes updated service credit, prior service credit, 5-year vesting, and retirement eligibility at 20 years of service or age 60 (vested). Optional 457 retirement plans are also available.
- **Additional Perks:**
  - ♦ Annual car allowance
  - ♦ Paid cell phone
  - ♦ City-issued laptop
  - ♦ Relocation expense reimbursement (per city policy)
  - ♦ Access to professional development opportunities



## 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 Gainesville is an Equal Opportunity Employer and does not discriminate on the basis of race, color, religion, gender, national origin, age, or disability. Applicants selected as finalists for this position will be subject to a comprehensive background check.*