



Director of Economic Development

Location: Downtown Mobile, AL (100% in-office, no hybrid option)

Salary: \$75,000–\$95,000 annually, based on experience

Employment Type: Full-time | Exempt

About Us

Downtown Mobile Alliance is a nonprofit organization dedicated to the revitalization, promotion, and continued growth of downtown Mobile. We work closely with property owners, businesses, civic leaders, and the public to strengthen our vibrant urban core through advocacy, placemaking, marketing, and events.

Position Summary

The Downtown Mobile Alliance (DMA) is seeking an experienced, strategic, and data-driven Director of Economic Development to lead downtown Mobile's economic growth and revitalization. This senior-level role is ideal for professionals with 5-8 years of experience in economic development, urban planning, real estate, or public policy.

The Director will serve as a strategist and primary point of contact for investors, developers, civic partners, and the media, overseeing programs, policies, incentives, and research that shape downtown's future.

Key Responsibilities

Strategic Development & Leadership

- Lead downtown's economic development strategy in alignment with DMA's Management plan and BID expansion goals.
- Serve as the chief liaison to brokers, developers, property owners, civic partners, and investors.
- Organize and lead regular business development and retention initiatives, including Hard Hat Tours and roundtables.
- Cultivate and manage relationships with the Chamber of Commerce, city and county agencies, and others.

Real Estate, Historic Development & Investment

- Oversee analysis, due diligence, and project management for DMA led real estate opportunities, including housing and historic redevelopment projects.
- Supervise property acquisition, lot sales, development timelines, and support entitlement processes for major projects.
- Maintain and publish an inventory of available downtown properties for sale or lease; track leads and outcomes using CRM tools.
- Promote adaptive reuse, historic preservation, and architectural integrity in downtown investment.

Research, Analytics & Reporting

- Produce and present the Downtown Office Market Report, KPI dashboards, and market profiles.
- Conduct blight and vacancy surveys; track and visualize downtown performance indicators.
- Provide regular reports and presentations to the CEO, Board, City Council, and BID stakeholders.

Policy, Advocacy & Public Engagement

- Identify and advocate for reforms to anti-urban policies; promote pro-downtown initiatives and incentives.
- Coordinate with the City of Mobile and Mobile County on zoning, code enforcement, permitting, and infrastructure improvements.
- Represent DMA at conferences, public meetings, and in the media as a subject matter expert on downtown development.
- Support BID renewal, expansion, and contract negotiations with the city.



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Program & Incentive Management

- Manage DMA's incentive programs (Façade, Sign, MOBilize grants). Become a subject matter expert and advise on city or state incentives.
- Raise funds through grants, partnerships, or sponsorships to support priority downtown initiatives.

Additional Duties

- Work with the Marketing & Communications team to update DMA's economic development web content with current data and opportunities.
- Attend evening or weekend meetings and public forums as needed.
- Speak at community events and civic clubs to build awareness.
- Perform other duties as assigned to advance the mission of Downtown Mobile Alliance.

Qualifications

- Bachelor's degree in Urban Planning, Real Estate, Public Policy, Economics, Business, or related field
- 5-8 years of experience in economic development, urbanism, real estate, or a comparable strategic role
- Proven success in managing development projects, incentive programs, and public-private partnerships
- Experience in historic development, architectural knowledge, or adaptive reuse preferred
- Strong public speaking skills, including comfort with media interviews, conferences, and presentations
- Strong knowledge of municipal processes, land use policy, and downtown revitalization
- Advanced skills in Excel/Google Sheets, Tableau, GIS (ArcGIS/QGIS), and CRM systems
- Excellent communication, stakeholder engagement, and project management skills

Compensation & Benefits

- Salary: \$75,000 - \$95,000 depending on experience
- Comprehensive health, dental, and vision insurance
- 401(k) with employer match
- Paid time off and holidays
- Budget for professional development and conferences

To Apply

Submit your resume and a brief cover letter detailing your qualifications and interest in this role.