



Position Announcement

Mid-America Regional Council – Director of Local Government Services

November 2024

The [Mid-America Regional Council](#) (MARC) seeks a strategic, mission-driven professional to serve as the **Director of Local Government Services** (LGS). Overseeing a diverse team of five managers and 30+ professionals, the Director guides key regional functions, including Emergency Services, Public Safety Communications, Housing, Workforce Development, and Shared Services. This role sets LGS's strategic direction, identifies opportunities for new initiatives, and designs programs to support local governments. Responsibilities include financial management, grant administration, project oversight, and partnership management, engaging stakeholders such as government officials, nonprofits, and community organizations.

MARC, the association of local governments and metropolitan planning organization for the bi-state Kansas City region, promotes and supports cooperation on regional issues, including transportation, the environment, our workforce and economy, aging services, community development, quality early learning, public safety communications and emergency services. MARC has a collaborative work environment with a culture based on integrity, innovation, diversity and inclusion, excellence in performance and service leadership.

Responsibilities:

Management and Leadership

- Set strategic direction for the Local Government Services department.
- Motivate team members and foster a collaborative culture through open communication, feedback, and coaching.
- Allocate work to maximize staff strengths and create efficient workflows.
- Contribute to high-impact organizational decisions and advance strategic goals as part of the MARC leadership team.

Financial Management

- Oversee fiscal management including budgeting, procurement, and contract/contractor management.

Grant and Fund Administration

- Grant writing and grant administration.
- Fund development including developing business plans and case statements to support new and ongoing projects and programs.

Project Management

- Formulate project plans including purpose, strategies, timelines and resources necessary to achieve project goals.
- Execute project plans to achieve incremental milestones on schedule to support overall project goals.

Stakeholder, Committee and Board Management

- Prepare and deliver presentations to various-sized groups on multiple topics; presents information and provide staff support to various committees and boards, including MARC Board, various MARC committees and community boards and organizations.
- Develop relationships with contacts in local governments, associations, businesses, non-profits, and other partners in support of local governments.
- Convene stakeholders, facilitate consensus and develop action plans to advance progress on critical issues.
- Serve as an active ambassador representing MARC's regional interests in local, state, and federal forums.

Qualifications:

- Bachelor's degree in public administration, planning, business management, or related field; Master's preferred.
- At least eight years of progressively responsible experience, including leading high-performance teams.
- Minimum five years of managerial/supervisory experience, ideally in a local government or nonprofit setting.
- Previous experience in local government operations, program, and service management.
- Strong verbal and written communication skills, with cultural sensitivity and the ability to engage diverse groups.
- Experience motivating and leading teams by aligning individual strengths with organizational goals.
- Strong interpersonal skills to build relationships, facilitate group discussions, and serve as a spokesperson.
- Ability to analyze complex issues, make informed decisions, and drive consensus among diverse stakeholders.
- Demonstrated success anticipating trends and developing programs to address future needs.



- Ability to provide clear direction, constructive feedback, and professional development opportunities.
- Strong financial acumen to oversee program finances, including budgeting, expenditure tracking, and forecasting.
- Embody MARC's mission and core values.

Note for applicants: Studies have shown that women and people of color are less likely to apply for jobs unless they believe they check all the boxes in a job description. We are most interested in finding the best candidate for the job. If you think you have the skills for the job, we encourage you to apply, even if you don't meet every one of the listed qualifications.

Salary and Benefits

The hiring range for this position is \$170,000 to \$190,000 per year, depending upon qualifications. MARC offers an attractive team-oriented work environment, along with a competitive fringe benefit package. MARC employees also have the flexibility to work remotely for up to two days per work week.

OMNI is honored to be retained in this search. We appreciate your referrals to professionals who may have an interest in this outstanding opportunity. Formal interest accepted through the [OMNI Executive Career Portal](#). Please direct all inquiries to:

OMNI Human Resource Solutions
Michelle Anderson, Vice President, Executive Search – manderson@omnihrm.com

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