

(This search was completed in August, 1999, with the appointment of Anne A. Armstrong, Editor-in-Chief of Federal Computer Week.)

Job Announcement

Virginia's Center for Innovative Technology (CIT) President and Chief Executive Officer

(Posted: May 19, 1999)

Virginia's Center for Innovative Technology (CIT) is looking for a proven manager to become its next president and chief executive officer. CIT invites applications from and nominations of candidates with the skills and experience described below.

The application deadline is Tuesday, June 22. CIT hopes to appoint a new president in July. (This job announcement can also be found at www.cit.org.)

The Organization

The mission of the Center for Innovative Technology is to help the Commonwealth of Virginia attract and retain businesses that use advanced technologies. To accomplish this broad, ambitious, and vital mission, CIT carries out several programs, including:

1. Supporting the development and implementation of a technology research and development plan for Virginia;
2. Serving as an advocate for the role of technology as a key to the future economic success of the Commonwealth;
3. Providing seed funding for new businesses in areas such as information technology and telecommunications; electronics and advanced materials; biotechnology and biomedical applications; aerospace and transportation; environmental technology and energy; and advanced manufacturing;
4. Funding research on new technologies at universities throughout Virginia; and
5. Providing support services to businesses using innovative technologies.

CIT's capacity to create networks and alliances among Virginia businesses, universities, and government agencies is perhaps the organization's greatest asset, even more important than the money it disburses to support new businesses and innovative university research. For more information about CIT, visit www.cit.org.

Created in 1984, CIT is a 501(c)(3) nonprofit, non-stock organization that is funded by the Commonwealth of Virginia. In 1999 it has a budget of \$13 million and a staff of 45. CIT has its headquarters in Herndon—in the distinctive CIT Tower overlooking Dulles Airport—and seven regional offices in Charlottesville, Danville, Lynchburg, Newport News, Portsmouth, Richmond, and Roanoke.

Although CIT is a private organization, it has important ties to Virginia's state government. Besides receiving its funding from the General Assembly, CIT is governed by a 15-person board of directors appointed by the Governor and confirmed by the General Assembly. The Commonwealth's Secretary of Technology oversees CIT.

The Position and its Overarching Responsibility

The president and CEO of the Center for Innovative Technology has an unparalleled opportunity to help shape the future of Virginia. Already acclaimed as the Internet capital of the world and the home of many fast-growing corporations whose success is based on innovative uses of technology, the Commonwealth is committed to building a future based on technology. If tobacco, textiles, or shipbuilding were the engines for Virginia's growth in the past, innovative technology—the use of scientific knowledge to solve problems, with a focus on creating and improving products and production processes—is the clear catalyst for the 21st century.

The Commonwealth is also committed to insuring that a technology-based, knowledge economy develops and thrives throughout all regions of Virginia, including rural communities.

The CIT president's primary responsibility will be to assist the Secretary of Technology in implementing the Commonwealth's technology strategy by developing and directing CIT's key role in the strategy. The Secretary of Technology's current priorities include helping Virginia businesses take full advantage of the Internet as a powerful tool to commercial success; enabling Virginia's universities to carry out a broad program of research and development that will lead to the creation of new knowledge that will have business applications; improving the business climate within Virginia so that technology entrepreneurs will want to launch and build their businesses within the Commonwealth; and developing strategies that will lead to more technology-based jobs in parts of Virginia that have not yet benefited fully from the knowledge economy.

Required Skills and Characteristics

As the person responsible for implementing the Commonwealth's technology strategy through effective leadership and management, CIT's next president and CEO must be:

- Knowledgeable about the role of technology in business development.
- Knowledgeable about the role of university research in developing innovative technology and applying it to business challenges.
- Capable of developing good working relationships with key officials in the Office of the Governor and in the General Assembly, including working well with elected and appointed leaders of both political parties.

- Capable of overseeing the day-to-day management of an organization with an annual budget of \$13 million and a staff of 45 people working in 8 offices throughout the Commonwealth.
- A good communicator, capable of serving as an effective spokesperson for CIT and advocate for CIT's mission, particularly with business and university leaders.
- Willing to travel extensively throughout the Commonwealth to promote the innovative uses of technology.
- Committed to CIT's internal culture of collaboration and teamwork, and capable of motivating a talented, hardworking staff.

Desired Experience

The president and CEO of CIT should have the following experience:

- At least 10 years of increasingly responsible management experience, developed within a business, university, public agency, association, or other complex organization.
- Experience creating or applying innovative technology.
- A bachelor's degree is required. An advanced degree in management or a technology-related field such as science or engineering is desirable.
- Experience within the Commonwealth of Virginia is preferred, but is not a requirement.

Compensation

Total compensation will include a competitive, six-figure salary that will be commensurate with experience and qualifications, and a competitive benefits package. Some cash compensation may be contingent on successfully meeting quantifiable performance goals established by the board of directors.

To Apply

Please mail or fax cover letter, resume, and salary requirements by **June 22** to:

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