

Employment Opportunity

# Chief Executive Officer

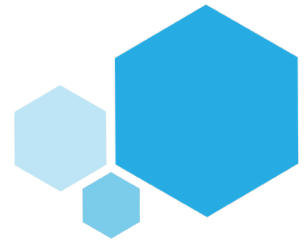
## La Crosse Area Chamber of Commerce

La Crosse, WI



Please apply on our website: <https://www.qtigroup.com/job-posting/ceo/BH48420663>

# ABOUT THE ORGANIZATION



**La Crosse Area Chamber of Commerce** has exclusively retained **The QTI Group** to lead the search for a **Chief Executive Officer**.

Founded in 1868, the La Crosse Area Chamber of Commerce is a well-respected nonprofit membership association serving more than 600 businesses, nonprofits, and individual members through educational programming, networking opportunities, advertising, government relations, and business growth. The La Crosse Chamber serves as a collaborative platform for local businesses, entrepreneurs, and professionals to learn, network, share resources, navigate challenges, find new opportunities, grow businesses, build valuable partnerships, and thrive. The La Crosse Area Chamber is led by an active Board of Directors and operates with a mission to elevate and strengthen the business community to enhance the La Crosse Area's quality of life.



**Our Vision:** Greater La Crosse will thrive because our residents are employed by prosperous companies.

**Our Mission:** To elevate and strengthen the business community to enhance the quality of life in Greater La Crosse.

## Five Priorities

- **Small Business** – Develop Small Business Programs & Opportunities, Retain & Gain Members
- **Advocacy** – Be the voice of the business community with various levels of government
- **Workforce** – Attract Talent, Develop Leaders, and Retain our People.
- **Young Professionals** – Prepare the next generation of La Crosse Area Leaders
- **Build Chamber Community** – Connect our Members, Keep B2B Local, Membership Growth



To learn more about the La Crosse Area Chamber of Commerce, visit its website at: <https://www.lacrossechamber.com/about-us/>

# ABOUT THE OPPORTUNITY



## Strategic Leadership

- Deliver visionary and forward-thinking leadership that establishes the Chamber as a key catalyst for regional economic growth and business innovation.
- Develop and implement strategies to build leadership capacity across all levels of the organization.
- Proactively seek out and apply industry trends and best practices to drive innovation and organizational excellence.
- Lead initiatives that align with and advance the organization's mission, balancing a strategic, big-picture perspective with effective oversight of daily operations.
- Oversee marketing strategies that directly meet sales goals for the organization and indirectly enhance the Chamber's brand.

## Financial Leadership & Sustainability

- Implement cost controls and identify areas for strategic savings and revenue enhancement.
- Oversee Chamber's budget and assets with a focus on transparency, accountability, and long-term sustainability, ensuring efficient operations and responsible use of resources.
- Provide timely, accessible financial updates to executive leadership, the board, and key stakeholders.
- Explore diverse funding streams, including grants, partnerships, and earned revenue opportunities.

## Member Engagement/Community Leadership

- Maintain a visible leadership presence by regularly participating in community events and actively promoting awareness of the Chamber's role and impact within the community.
- Establish collaborative and strong relationships with business and community leaders by understanding their needs.
- Engage in community conversations to understand public perception and the evolving needs of local businesses and Chamber members, using these insights to strengthen member retention and drive membership growth.
- Approach issues with a balanced, bipartisan perspective to build trust across diverse stakeholder groups.

## People Leadership

- Lead with honesty, transparency, and clear communication.
- Provide strong leadership by developing, mentoring, and evaluating team members to ensure individual and organizational success.
- Effectively manage and inspire staff to deliver high-quality programs that meet the business community's needs and drive member engagement.

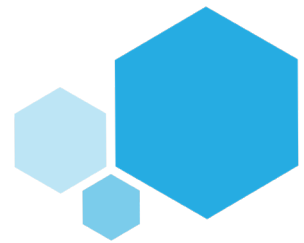
## Board Governance

- Serve as the key liaison and collaborator between the Board of Directors, Executive Committee, staff, and committees.
- Coordinate with the Board and committee chairs to plan agendas, establish priorities, and provide regular updates on the progress of strategic goals and organizational health.
- Oversee financial planning and governance by working with the Finance Committee to develop fiscal policies, budgets, and asset management, while managing an annual Board operating calendar for effective meeting and planning cycles.

## Required Qualifications & Demonstrated Experience

- Bachelor's Degree in a professional discipline relevant to Executive Leadership.
- Minimum of 10 years in a leadership role, with experience in the not-for-profit sector.
- Successful experience in a sales-driven, goal-oriented work environment is desired.
- Proven servant leadership guided by the highest standards of integrity.
- Demonstrated skills in managing, coaching, and supporting staff to achieve high performance.
- Proven ability to work independently with a high degree of autonomy and accountability.
- Demonstrated ability to cultivate and sustain respectful, high-trust relationships with stakeholders.
- Strong professional presence with excellent communication skills, including strong interpersonal abilities and clear, effective written communication.
- Skilled at navigating high-pressure situations and responding to criticism with professionalism and resilience.
- Strong organizational skills with the ability to prioritize and manage multiple projects efficiently and simultaneously.

# APPLICATION & SELECTION PROCESS



**La Crosse Area Chamber of Commerce** has exclusively retained **The QTI Group** to lead the search for a **Chief Executive Officer**. The QTI Group is a comprehensive human resources advisory services firm founded in 1957. QTI is headquartered in Madison, WI.

**Location:** This position is expected to be primarily in-office during the initial onboarding and training period to support collaboration and team integration. A hybrid work schedule may be considered after this period, based on performance and business needs.

**Target Start Date:** September 15th, 2025.

**Compensation:** This position offers a salary range of \$105,000 – \$120,000, based on experience and qualifications, and includes a comprehensive total benefits package.

**For more information, please contact:**

**Brooke Hintze, MSE, CDR**

Executive Search Consultant

[brooke.hintze@qtigroup.com](mailto:brooke.hintze@qtigroup.com)

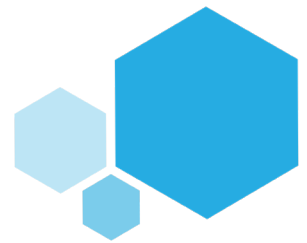
608.257.1057

**Apply Online:** <https://www.qtigroup.com/job-posting/ceo/BH48420663>

**Application Deadline:** July 18th, 2025, at 4:00 pm.



# ABOUT LA CROSSE, WI



This role is located in the vibrant community of La Crosse, WI. La Crosse is just steps away from the Mississippi River and offers a historic downtown, a beautiful Riverside Park, unique shops, and lively entertainment. It is also home to University of Wisconsin – La Crosse, Viterbo University, and Western Technical College which provides a collegiate feel to the city.

The greater La Crosse area has a population of 170,300. It is home to Granddad Bluff, a destination point for thousands each year. This 600-foot-high bluff overlooks the city of La

Crosse and offers views of three states: Wisconsin, Minnesota, and Iowa. The La Crosse area also offers arts and culture activities including the Pump House Regional Arts Center, the La Crosse Community Theater and La Crosse Symphony Orchestra. It is also home to two major healthcare institutions of national prominence, Emplify (formerly Gundersen Health) and Mayo Clinic.

To learn more about the Greater La Crosse area, visit: <https://explorelacrosse.com/>

