



THE CITY OF SOUTH FULTON, GA

Invites Your Interest in the Position of

ECONOMIC DEVELOPMENT DIRECTOR





Position Closes March 2, 2026

The City of South Fulton seeks an energetic professional to be its next **Economic Development Director**. The next **Director** will lead development initiatives in a City that is primed to take its next step, with both ample undeveloped land and proximity to the World's busiest airport. The next **Economic Development Director** will be a visionary, strategic thinker with the ability to systematize the City's economic development operations during this crucial phase in the City's advancement. The next Director will have a track record of delivering successful economic development projects and effectively communicating outcomes in a credible and engaging fashion.

Community Description:

Incorporated in 2017, South Fulton is located 20 miles southwest of Atlanta, and less than 2 miles west of Hartsfield-Jackson International Airport, Georgia's largest employer. Interstates 85, 285, and the South Fulton Parkway connect South Fulton to the airport and vital population and industrial centers, such as the Fulton Industrial District and Red Oak District. In addition to these assets, South Fulton has more undeveloped land than any other city in the region, positioning it for additional prime economic development opportunities.

The South Fulton community enjoys ample opportunities for entertainment and recreation. In addition to being in proximity to the abundant entertainment options in Atlanta, it is home to the Wolf Creek Amphitheater, which hosts a variety of concerts, plays, and festivals. It is near several nature preserves and parks and is less than a two-hour drive from the foothills of the Appalachian Mountains. The Chattahoochee River runs nearby, providing water access. Additionally, the warm southern climate produces plentiful hardwood and pine forests, making the area a beautiful place to live.

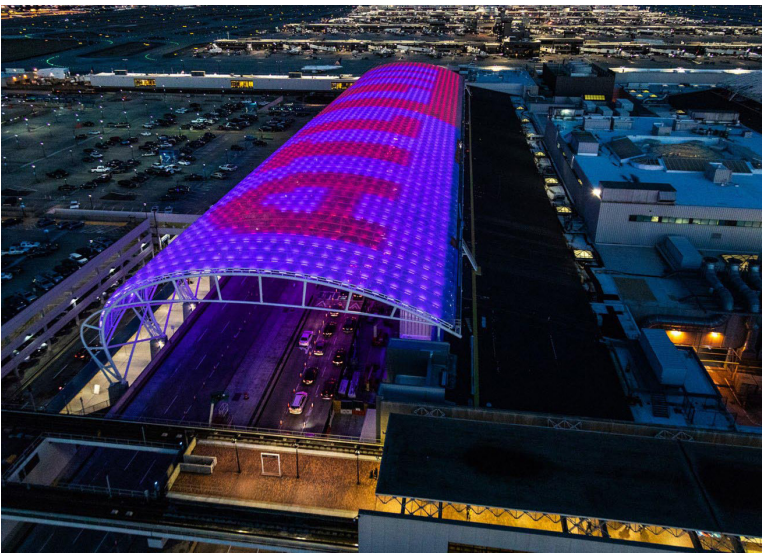
With the largest amount of undeveloped land in the region, South Fulton is uniquely positioned to attract and support significant economic development.



A City on the Rise, South Fulton, Georgia

Five Fast Facts

1. Located 20 miles southwest of Atlanta.
2. 7th most populous city in Georgia with 115,000 residents.
3. 88% of residents are African American/Black, the highest percentage of any US city with over 100,000 residents.
4. 43.1% of residents hold a bachelor's degree.
5. Residents have a higher median household income of \$79,871.



South Fulton residents enjoy direct airport access to Hartsfield-Jackson International Airport, which is located less than 2 miles away.



Two new hotel chains, Marriott and Hilton, opened in South Fulton, a significant step for the city's economic growth.



The redevelopment of the Fulton Industrial District involves a comprehensive strategy by both Fulton County and the City of South Fulton, focusing on improving public safety, infrastructure, and quality of life in the large industrial and business area.



South Fulton is conveniently located to vital population and industrial centers, such as the Red Oak District, which serves as an arts and culture hub with local businesses.

About the Organization:

The City of South Fulton employs a council-manager form of government, with a mayor and a seven-member City Council, who are elected to four-year terms. The day-to-day operations of the City of South Fulton are directed by the City Manager, who reports to the City Council. The City Manager ensures that policies set by the Council are adopted and followed, and that the City's staff provide the most efficient and effective service for residents.

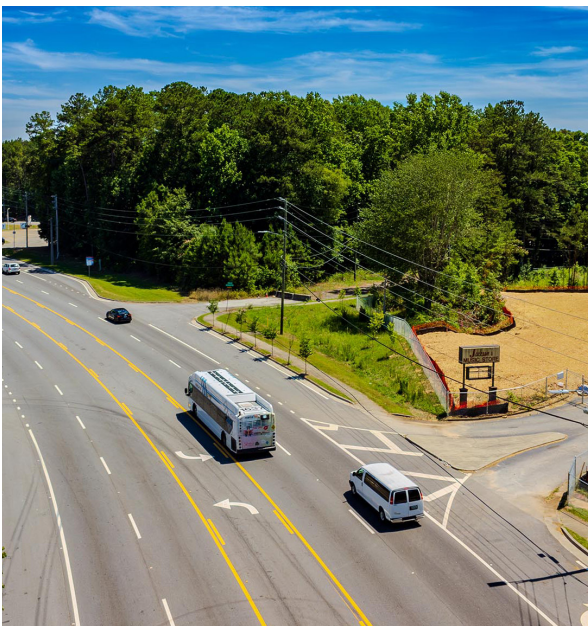
The City's vision is to be an innovative, diverse community that is safe, environmentally conscious, healthy, transparent, and financially sustainable for all of its community members and visitors. The City's [2025 – 2029 Strategic Plan](#) focuses on providing essential services, enhancing public infrastructure, promoting economic development, and ensuring environmental sustainability.

South Fulton's 911 employees work within its 16 departments to deliver municipal services with respect and professionalism, exceeding client expectations. As a City of inclusion, South Fulton desires to work cohesively with community members to discover innovative ways to shape its future.

About the Department and Position:

Reporting to the Assistant City Manager, the **Economic Development Director** will oversee a department with an annual budget of approximately \$1.3 million and four staff members, consisting of a Deputy Director, Special Projects Manager, Main Street Manager, and Special Projects Coordinator, each of whom reports to the **Director**. The next **Director** will be a humble go-getter, approachable leader and an empathetic listener, who is motivated to develop the skills of staff and collaborate with internal and external partners.

With multiple projects in process and many on the horizon, the **Economic Development Director** will join the team of South Fulton leaders at a crucial time for growth. The **Director** will also be integral in managing, directing, and guiding the South Fulton Development Authority and the South Fulton Downtown Development Authority as well as liaising with four additional advisory boards.



Old National Highway Corridor is undergoing revitalization with more development, including significant city investments.

The **Economic Development Director** will be responsible for:

- Developing opportunities for economic development projects, including commercial and industrial development, redevelopment, and revitalization;
- Facilitating the development of long-range goals and objectives for the City;
- Serving as a subject matter expert on economic development matters, providing technical advice to other departments, boards, commissions, and committees, and the economic community;
- Acting as a liaison to and building strong relationships with City/County officials and departments, the economic development community, including government agencies, schools, labor organizations, nonprofits, civic groups, and businesses;
- Supervising, directing, and evaluating staff, making hiring or termination decisions, establishing workloads, and prioritizing work assignments.

Key Priorities for the next **Economic Development Director** include:

- Developing and implementing a plan to standardize facilitation of the City's economic development boards, and ensure consistent tracking of projects, establishment of performance metrics, communication of progress to City leaders, and education of board members on their roles and responsibilities.
- Enhancing departmental capacity by building team skillsets and identifying areas for growth to enhance support given by the Department to economic development boards.
- Guiding and implementing current development projects and supporting active development deals, specifically seeking to leverage location as a recruitment option for new projects while seeking retention of existing businesses.
- Lead development of a comprehensive, multi-year Economic Development Strategic Plan, outlining tools and incentives to support investment readiness, a Business Retention and Expansion program, commercial gaps, and development sites, with a particular focus on leveraging South Fulton's proximity to Hartsfield-Jackson International Airport.
- Strengthening regional partnerships with entities such as Aerotropolis, the Atlanta Regional Commission, and state economic agencies to coordinate regional planning efforts.

Minimum Qualifications:

- A master's degree in urban planning, Public Administration, Business Administration, or a related field;
- Five (5) years of experience in local government planning and development or economic development, including progressively responsible supervisory experience; or
- Any equivalent combination of education, training, and experience that provides the requisite knowledge, skills, and abilities for this job.
- A valid Georgia driver's license within a negotiated timeline and an acceptable driving history.

Preferred Qualifications:

- 10 years of progressive experience at a Director level with a track record of successful economic development projects.
- A track record of success in an equal or larger-sized municipal community.
- Possession of the CEcd (Certified Economic Developer) certification.



The Economic Development Director's office is located at 6385 Old National Highway, Suite 210

The Successful Candidate will have:

- extensive knowledge of economic development tools;
- the ability to work effectively in time-sensitive situations to meet deadlines;
- the ability to coordinate multiple projects and complex tasks concurrently;
- openness to bold, audacious development ideas that project a vibrant city;
- a personality that projects confidence and humility;
- the ability to effectively market the city – capitalizing on the city’s assets and projecting the city’s challenges in an honest, but positive, way (as opportunities);
- the ability to structure and negotiate a deal;
- an appreciation for broad-based stakeholder involvement, and strong community engagement skills;
- the ability to effectively delegate to staff without overwhelming them;
- empathetic listening skills, and attention to community needs;
- the ability to develop relationships and work with people of diverse backgrounds, interests, and professions; and,
- strong written and verbal communication skills.



New road infrastructure in South Fulton, such as the Stonewall Tell & Butner Road Roundabout, is helping the community by improving safety, supporting economic development, and enhancing quality of life for both residents and workers.

Salary and Benefits:

The hiring range is \$126,558.48 - \$161,524.25. Base salary and compensation are negotiable within the range based on experience and qualifications.

To **apply**, please visit <https://agency.governmentjobs.com/developmentalassociates/default.cfm> and click on the **Economic Development Director – City of South Fulton, GA** title.

- All applications must be submitted online via the Developmental Associates application portal (link above) – NOT the city's employment application portal or any other external website.
- Resumes and cover letters must be uploaded with the application.
- Applicants should apply by **March 20, 2026**, to be considered during the first round of reviews.
- The hiring team will invite successful semi-finalists to participate in virtual interviews and skill evaluations on **March 30 and April 1, 2026**. Candidates are encouraged to reserve these dates for virtual meetings should they be invited to participate.
- Direct inquiries to hiring@developmentalassociates.com.

The South Fulton, GA, is an Equal Opportunity Employer.



Walden Park is one of many master-planned residential communities driving economic growth by attracting new residents, increasing demand for local services, and expanding the city's tax base.



Developmental Associates, LLC manages the recruitment and selection process for this position. To learn more about our selection process, visit <https://developmentalassociates.com/client-openings/>, select "Client Openings," and scroll down to "Important Information for Applicants."