

Job Title: Executive Director - Dryden Fiber

Company Overview:

[Dryden Fiber](#) is a Municipal Internet Service Provider operated by the Town of Dryden, New York. Dryden Fiber seeks to provide a low cost, state-of-the-art internet service for all residents and businesses within the Town of Dryden. Launched in the spring of 2023, Dryden Fiber is now constructing the network across the Town and is adding new homes and businesses customers to the platform every day. Customers have no long term contract and will find speeds to be 5x to 10x of other providers.

Position Overview:

We are seeking an experienced and visionary Executive Director to lead our broadband internet services organization. The ideal candidate will bring a proven track record of strategic leadership, an understanding of telecommunications and technology, and a passion for driving growth and innovation.

Key Responsibilities:

1. Strategic Leadership:
 - a. Develop and execute Dryden Fiber's overall strategic vision, ensuring alignment with market trends and technological advancements.
 - b. Lead the team in formulating and implementing business plans to achieve short and long-term objectives.
 - c. Oversee and manage contractors for the project.
 - d. Be the face of the organization for stakeholders including residents of Dryden
2. Financial Management:
 - a. Oversee financial performance, budgeting, and resource allocation to ensure sustainable growth and profitability.
 - b. Manage grant applications and outside funding opportunities
 - c. Drive initiatives to optimize operational efficiency and cost-effectiveness.
3. Team Leadership:
 - a. Recruit, mentor, and develop a high-performing team of external contractors; coordinate with internal town staff.
 - b. Foster a collaborative and inclusive corporate culture that encourages creativity, accountability, and professional growth.
 - c. Lead the bi-weekly Broadband Committee meeting
 - d. Report to the Town Board monthly with key updates and Key Performance Indicators (KPIs)
4. Marketing and Sales Leadership
 - a. Build a successful marketing, public relations, and sales organization to penetrate the market; prepare press releases and opinion pieces as needed.
 - b. Serve as point of contact for the media/press
 - c. Manage communications; lead as the spokesperson of Dryden Fiber
 - d. Manage Dryden Fiber website and social media

5. Market Positioning:
 - a. Identify and capitalize on market opportunities, staying ahead of industry trends and competition.
 - b. Foster relationships with key stakeholders, including regulatory bodies, partners, and customers.
6. Innovation and Technology:
 - a. Drive the development and implementation of innovative technologies and services to enhance our broadband offerings.
 - b. Foster a culture of continuous improvement and innovation throughout the organization.
7. Customer Focus:
 - a. Prioritize customer satisfaction and experience, ensuring that our broadband services meet and exceed customer expectations.
 - b. Implement strategies to enhance customer retention and loyalty.
8. Operations Leadership
 - a. Lead the charge on process documentation
 - b. Bring internal and external stakeholders together to operate cohesively as the organization scales
 - c. Coordinate with Town leadership on intergovernmental relations; track interactions with other government officials and agencies.
9. Regulatory Compliance:
 - a. Stay abreast of and ensure compliance with relevant industry regulations and standards.
 - b. Engage with regulatory authorities to advocate for policies that support the company's goals.

Qualifications:

- Proven experience as a CEO or in a senior executive leadership role
- Demonstrated ability to drive financial performance and operational excellence.
- Exceptional strategic thinking, decision-making, and problem-solving skills.
- Excellent communication and interpersonal skills, with the ability to build relationships with internal and external stakeholders.
- A track record of successfully leading teams through periods of growth and change.
- Bachelor's degree in business, telecommunications, or a related field (advanced degree preferred).
- Strong understanding of broadband technologies, market dynamics, and industry trends.

Compensation:

- Salary \$75,000
- Competitive Benefits: Health Insurance, etc.
- NY State Retirement