

ASCENDANT GLOBAL

DETROIT • NEW ORLEANS • MEDELLIN

Ascendant Global Executive Apprenticeship Program

About Us (www.ascendantgc.com)

Ascendant Global (AG) is a startup community and economic development consulting firm led by world-class economic developers. We help communities thrive by leverage their core assets and harnessing human capital to grow economies. Our consultants bring foresight born from years of local and global economic development practice and policy experience to help communities make quality decisions to secure their economic futures.

Our practice areas include:

- Economic Competitiveness
- Disaster Recovery
- Economic Inclusion
- Corporate Growth
- Real Estate and Place-Making
- Organizational Development

The AG Executive Apprenticeship (EA) Difference:

At AG, we believe training tomorrow's economic development leaders is an integral part of building sustainable communities. The AG Executive Apprenticeship is designed for exceptional students with an interest in considering economic development as a career path. Unlike many traditional internship opportunities, the Apprenticeship will provide students with the opportunity to work directly with AG's President & CEO, Rodrick Miller. The successful candidate will have an opportunity to work on a variety of projects ranging from designing workforce development programs for opportunity youth to analyzing a regional economy to assess what sectors present the greatest opportunities for job growth and private investment. This candidate will be an integral component in AG's success, playing a critical role in diverse projects by providing research, facilitation group interactions and supporting diverse communities in strategy implementation. Concomitantly, the EA will play an important role in growing and stabilizing this growing startup organization with some operational responsibilities. This candidate is a self-starter, has high standards for quality content and presentation, and has an insatiable appetite to grow and learn. There will be **no busy work**. We are looking for a go-getter who can handle the fast pace of a startup environment and wants to be the right hand for one of the top economic developers in the country as he builds a powerful engine to build sustainable communities.

In addition to daily responsibilities, the EA will have one key project, that (s)he will work on in-depth over the course of the semester culminating in some concrete deliverable for the organization or a client. This project will be established early in the semester based on the EA's interests and the organization's needs. Additionally, the executive apprentice will compile a portfolio of projects that (s)he's worked on over the course of the semester as a work sample able to be leveraged for course credit, if applicable.

Specific assignments may include but are not limited to:

- Drafting opinion editorials and essays on select economic development topics

- Developing presentations for leaders of economic development organizations, foundations, elected officials, foreign dignitaries, etc.
- Providing in depth research and analysis for AG and the clients it serves (company profiles, analyzing economic and demographic data, industry analyses, market profiles, best practice reviews, etc.)
- Creating drafts and content for proposals
- Writing industry specific case studies based on completed projects
- Shadowing Mr. Miller on business development and client calls (usually by phone)

Note that the tasks listed represent projects that Mr. Miller handles personally; he will create and approve the EA's assignments and finished product. The EA will complete assignments with some project management and oversight from the Director of Operations prior to Mr. Miller's final review.

The EA will have the opportunity to be involved in short and long-term projects including but not limited to the following:

- Helping to develop the organization's data library which will hold diverse reports and archive key data points for strategic initiatives and client markets
- Tracking and monitoring economic indicators and trends at the regional, state, national and global level.
- Analysis of competitive environments for clients' regions encompassing business climate, taxes, incentives workforce, public policy, etc.
- Providing due diligence on targeted companies and industries for diverse clients;
- Performing highest and best use analysis to optimize real estate development options
- Facilitating, designing, and creating workforce development strategies, strategic plans, real estate development scenarios, and small business/entrepreneurship growth programs.

Desired Candidate Qualifications:

We prefer undergraduate juniors and seniors with some previous work or meaningful internship experience but will consider graduate students. Preference will be given to candidates studying majors that require strong quantitative skills and knowledge of how to translate that data into presentation form. Applicants must demonstrate the following:

- Interest in economic development, business, economics, political science or urban planning
- Motivation to learn, grow professionally and work in a team environment
- Excellent time and project management skills to complete all requests according to stated deadlines
- Proactive approach to projects and assignments, creativity and willingness to take risks
- Use of logic to develop and attempt high quality solutions to new challenges
- Openness to giving and receiving feedback
- Strong writing abilities
- Solid foundation in statistics, economics, and business
- Ability to translate quantitative data into simple and compelling slides or written cases
- GPA of 3.5 or higher preferred
- Fluency in Spanish is a plus
- Knowledge of ESRI and/or ArcGIS is helpful

About our Chief Executive

Rodrick Miller launched AG in early 2017 after more than a decade of practical and policy economic development experience and leading economic development agencies in New Orleans and Detroit. He holds a Master's degree in Public Policy from Harvard University's Kennedy School of Government, was a Fulbright Scholar and holds memberships on the US Council on Foreign Relations, the International Economic Development Council's board of directors, and the Federal Reserve Board's Community Advisory Council. Miller has been recognized as part of Ebony Magazine's 30 under 30, Phoenix Business Journal's Top 40 under Forty, Top 100 Tech Influencers in the Silicon Bayou, Young Economic Developer of the Year and numerous others. Over his career, he has played a key role in facilitating transactions totaling over \$6B in private investment and generating more than 30,000 new jobs.

Time Commitment and Compensation

The AG Executive Apprenticeship will offer students a stipend of \$3360 for one semester (16 weeks) of work. Though hourly activities will not be tracked, the work will be rigorous and it would be safe to anticipate 15-20 hours of work on a weekly basis. At the end of a successful semester, AG may offer the EA a bonus for meeting certain agreed upon goals (specific goals are to be determined, however, examples might include but are not limited to completion of x number of case studies, development of certain documents and templates for AG, identification of business opportunities, etc.). AG might also offer to extend the Apprenticeship and ultimately invite the Apprentice to join AG on a full-time basis upon graduation in the event that the fit is exceptional and the EA's work adds value to the firm in a significant way.

Application Process

In order to identify candidates who possess the skills and characteristics required to succeed in the Executive Apprenticeship, the application process will consist of the following:

Phase 1

- Submit resume and cover letter;
- Submit a writing sample and contact information for an instructor who can verify its authorship

Phase 2

- Completion of an economic development case study
- 5-7 slide power point presentation;
- Telephone or Skype Interview

Phase 3

- In person finalist interview with Rodrick Miller and AG Director of Operations
- Reference check- 3 References will be checked for each finalist candidate. Please include at least one instructor who can speak to your work product and one former employer. If employment reference is not available, a second instructor, mentor or volunteer activity leader may be included. The third reference is the student's choice but should not include family members, personal friends, etc.



Timeline

<i>PROPOSED TIMELINE (subject to change)</i>	<i>APPLICATION COMPONENT</i>
Friday, November 17th by 11:59 pm	To initiate the application process, please submit resume, cover letter, and the writing sample described above to erin@ascendantgc.com *
Monday, November 20th	AG selects candidates to complete the case study presentation. AG sends information/instructions
Friday, December 1st by 11:59 pm	Completed case studies/presentations submitted to erin@ascendantgc.com
December 4th-8th	Initial telephone or skype interviews
Week of December 10	In person finalist interviews with Ascendant CEO
Monday, December 18	Offer extended
Monday, January 8	Apprenticeship begins

*Upon receipt of writing samples, candidates will be invited to share and hold their availability for an initial telephone or skype interview during the 1st week of December and the in-person meeting with Rod Miller.