



Madison Clark

Energetic, results-oriented leader

PROFILE

Known as an innovative leader who is energized by establishing cross-functional connections and business partnerships.

AREAS OF EXPERTISE

Stakeholder Engagement | Consensus Building | Client Relationship Development | Program Strategy | Public Speaking | Business Process Optimization | Reporting | Contract Review | Government Relations | Problem Solving & Complex Analysis | Cross-Functional Collaboration | Presentation Skills | Excellent Written and Verbal Communication

CONTACT

PHONE:
214-208-5959

EMAIL:
madisonclark14@gmail.com

LINKEDIN:
<https://www.linkedin.com/in/madisonaclarck/>

Professional Experience

McKinney Economic Development Corporation

Dir. of Business Retention & Workforce Dev.
Nov. 2022- Present

- Administered local employer survey identifying high priority companies to guide BRE visits
- Maintains content for quarterly newsletter to local employers
- Coordinates employer tours for MEDC Board members and MEDC staff
- In progress: leading the development of a Workforce Development Plan to enhance talent, attraction, retention and upskilling initiatives.

Business Retention & Expansion Manager
May 2021- Nov. 2022

- Collaborate with cross-functional teams to deliver programmatic excellence
- Responsible for recruitment and retention projects
- Organize award-winning quarterly events for local tech startup executives, investors, angel investors and like-minded individuals
- Support two companies in the creation of DOL Registered Apprenticeships
- Partner with the McKinney ISD to bring industry awareness to students as a talent pipeline initiative
- Manage business retention and expansion program
- Organizationally hit annual goal of BRE visits in September
- Organizationally, MEDC outperformed in closed projects YOY during tenure at MEDC

Project Manager
June 2019 - May 2021

- Regular communication with C-Suite Executives from small, tech-startups to Fortune 500 employers regarding relocation/expansion efforts
- Market McKinney locally, regionally and nationally
- Integral in implementing CRM and organizational policy
- Closed projects:
 - o 2020: 5 projects, \$66.4M; 385 jobs
 - o 2021: \$110M; 578 jobs

TECHNICAL SKILLS

Salesforce
CoStar
MS Office
Canva
Social Media: Facebook, Twitter,
LinkedIn, Instagram
EMSI
Google Docs
InDesign
ESRI
Bureau of Labor
Texas Workforce Commission
Collin CAD

SUMMARY

As a lifelong learner, I will always ask questions, embrace change, and never stop learning.

As a woman of morale, I honor my word and am dependable.

As an enthusiastic individual, I have a passion for people and communities. I champion companies and individuals' successes.

As a person to whom much has been given, it's an honor to collaborate, mentor, and lend a helping hand.

- Closed 3 corporate relocations, creating over 460 jobs & \$101.40M in capital investment to the community without utilizing public financial support

Business Development Specialist

Dec. 2016 – June 2019

- Led effort of 15+ city stakeholders, elected officials, and industry partners in Amazon HQ2 recruitment efforts. McKinney was a DFW Metroplex finalist
- Provided direction and mentorship to intern with organization for 2+ years
- Crafted unique responses for 70+ Requests for Proposals annually

Economic Development Coordinator

Dec. 2015 – June 2016

- Support business development team with research, data, presentations

Education

University of Oklahoma College of Professional and Continuing Studies *Graduate, Economic Development*

2017–2019

OU EDI is an executive development certificate program that has been the primary professional training program for those in the business of economic development since its creation.

Southwestern Assemblies of God University,

2008–2011

B.S. Secondary English Education

NAIA Soccer, Team Captain

Executive Affiliations

- Toastmasters International
- International Economic Development Council
- Texas Economic Development Council
- CoreNet
- NTCAR
- CREW
- McKinney Chamber of Commerce, Member 2015- Present

Volunteer Experience

- UTD Economic Development Advisory Committee
- YMCA of McKinney Board Member: 2023- present (Campaign Lead)
- McKinney Education Foundation - scholarship review committee
- Church Eleven32- Teams: Prayer, Nursery, Connect/New Member
- Kids sports coach (soccer, volleyball)
- McKinney Young Professionals—Past Chair, 2019
- Leadership McKinney Graduate, Class of 2010