

# Leadership opportunity

## Executive Director of



## the Sauk Prairie Area Chamber of Commerce

in Sauk City, Wisconsin

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# The Sauk Prairie Area Chamber of Commerce is hiring an Executive Director

**Peter Gray Executive Search is the Chamber's  
exclusively retained partner for this executive search.**

## about the Sauk Prairie Area Chamber of Commerce

The [Sauk Prairie Area Chamber of Commerce](#) (the Chamber) is a vibrant 390-member organization that promotes economic development and quality of life in the Sauk Prairie area of Wisconsin. The Sauk Prairie area (named for its largest municipalities, the adjacent villages of [Sauk City](#) and [Prairie du Sac](#)) is a growing district of over 16,000 residents in south-central Wisconsin, flanking the scenic banks of the Wisconsin River.



*Downtown Sauk City sits directly on the bank of the Wisconsin River. Photo: [saukcity.net](#)  
All photos courtesy of the Sauk Prairie Chamber of Commerce except where noted.*

The Chamber's Executive Director, Tywana German, is retiring after 16 years of transformational leadership of the organization (see [press release](#)). Over her tenure, the Chamber has grown to a staff of 3 and a budget of over \$500,000.

To learn more about the Chamber, visit its [website: saukprairie.com](#)

Leadership opportunity: Executive Director of the [Sauk Prairie Area Chamber of Commerce](#)

## about the position

This is not a traditional chamber role. It is an opportunity to **shape the future of a community**, influence systems, and create lasting impact across multiple sectors.

The ideal candidate is **an experienced chamber, economic development, or nonprofit leader** who is energized by complexity, thrives in collaboration, and is driven to make a meaningful difference.

The Executive Director serves as the chief strategist, convener, and community catalyst for the Sauk Prairie Area Chamber of Commerce. Reporting to the Board of Directors, this role extends beyond traditional chamber management, acting as a central leader who advances economic vitality, quality of life, and regional competitiveness.

The Executive Director leads the Chamber as both a business membership organization and a community development engine, driving initiatives that address critical community priorities such as placemaking, housing, childcare, workforce development, tourism, small business growth, and regional collaboration.

This position requires a visionary, highly relational leader who can connect people, ideas, and resources, influence outcomes without direct authority, and translate community needs into actionable strategies, funded initiatives, and measurable impact.



Downtown Prairie du Sac. Water Street stretches continuously through Prairie du Sac and Sauk City, seamlessly connecting the two "Sauk Prairie" downtowns. Photo: [prairiedusac.net](http://prairiedusac.net)

## CORE LEADERSHIP EXPECTATIONS

### The Executive Director is expected to:

- Set and execute a bold, future-focused vision for the Chamber and broader Sauk Prairie community.
- Serve as a trusted community leader and influencer, shaping conversations and outcomes across sectors.
- Act as a bridge-builder between business, government, nonprofits, and residents.
- Identify and pursue opportunities that strengthen the local economy and quality of life.
- Lead with innovation, adaptability, and a strong sense of place.
- Work collaboratively with Chamber staff to support member businesses.

## KEY RESPONSIBILITIES

### 1. Community Leadership & Systems Development

- Serve as a visible and active leader in advancing community-wide priorities.
- Discern, lead and support initiatives addressing:
  - Workforce attraction and retention.
  - Housing availability and development.
  - Childcare access and solutions.
  - Downtown vitality and placemaking.
  - Tourism and destination development.
- Convene diverse stakeholders to solve complex community challenges collaboratively.
- Build coalitions that align public, private, and nonprofit efforts.
- Represent the Chamber as a regional thought leader and advocate.

### 2. Strategic Visioning & Implementation

- Lead development and execution of the Chamber's strategic plan and annual program of work.
- Translate community insights and data into actionable strategies and initiatives.
- Evaluate emerging trends and position Sauk Prairie for long-term success and resilience.
- Establish clear metrics to measure organizational and community impact.

### 3. Partnership Development & Influence

- Cultivate strong relationships with:
  - Local and regional businesses.

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- Municipal, county, and state leaders.
- Educational institutions and workforce partners.
- Nonprofit and community-based organizations.
- Influence decision-making through trust, credibility, and effective communication.
- Serve as a liaison and connector across sectors to maximize shared outcomes.

#### **4. Resource Development & Grant Writing**

- Identify, pursue, and secure diverse funding streams, including:
  - Grants (local, state, federal, and private foundations).
  - Sponsorships and partnerships.
  - Innovative revenue opportunities.
- Lead or support grant writing efforts that bring new resources into the community.
- Align funding strategies with community priorities and Chamber goals.

#### **5. Membership & Business Engagement**

- Ensure the Chamber delivers clear, measurable value to its members.
- Lead membership recruitment, retention, and engagement strategies.
- Build authentic relationships with business owners and leaders.
- Position the Chamber as an essential partner in business success.

#### **6. Economic & Tourism Development**

- Advance initiatives that support local business growth and entrepreneurship.
- Collaborate on efforts that enhance Sauk Prairie as a destination for visitors and investment.
- Support marketing and branding efforts that elevate the community regionally.

#### **7. Organizational & Operational Leadership**

- Oversee all Chamber operations, ensuring efficiency, effectiveness, and alignment.
- Lead and develop staff, fostering a high-performing, mission-driven team culture.
- Maintain strong internal systems, processes, and organizational accountability.

#### **8. Financial Stewardship**

- Develop and manage the annual budget in alignment with strategic priorities.
- Ensure sound financial practices, transparency, and accountability.
- Provide regular financial reporting and insights to the Board.

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- Explore and implement sustainable, diversified revenue models.

## 9. Communications, Marketing & Storytelling

- Serve as the primary voice for the Chamber and community impact, including Sauk Prairie Room Tax Commission, that the Chamber acts as fiscal agent and lead planning agency.
- Oversee strategic communications that:
  - Promote Chamber initiatives.
  - Elevate community successes.
  - Strengthen brand identity.
- Guide marketing efforts that support tourism, events, and member visibility.

## 10. Board Partnership & Governance

- Serve as a strategic partner to the Board of Directors.
- Support effective governance, board engagement, and leadership development.
- Prepare and deliver regular reports on organizational performance and impact.
- Collaborate on policy development and long-term planning.

## QUALIFICATIONS & EXPERIENCE

- Minimum of 5–7 years of senior leadership experience, preferably in:
  - Chamber of Commerce management.
  - Economic or community development.
  - Nonprofit or public sector leadership.
- Demonstrated success in:
  - Strategic planning and execution.
  - Community engagement and collaboration.
  - Grant writing and resource development.
  - Financial and organizational management.
- Strong understanding of:
  - Economic development ecosystems.
  - Public-private partnerships.
  - Community development challenges and opportunities.

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## CORE COMPETENCIES

- Visionary and strategic thinker.
- Exceptional relationship builder and collaborator.
- Skilled communicator and public speaker.
- Influencer capable of leading without formal authority.
- Entrepreneurial and opportunity-driven mindset.
- Highly organized with the ability to manage multiple priorities.
- Data-informed decision maker.



*The Merrimac Ferry across the Wisconsin River at the village of Merrimac, operating 24/7 when conditions allow, is Wisconsin's only free ferry.*

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## job location: Sauk City, Wisconsin

The Chamber's administrative office is [located](#) in downtown Sauk City, in south central Wisconsin.

Due to the place-based nature of the work, this is an onsite position whose responsibilities cannot be fulfilled remotely. The Executive Director is expected to reside in the Sauk Prairie area; to work onsite at the Chamber office; and to maintain a flexible schedule including evenings and weekends as needed.

The Chamber is conducting a national search, and is prepared to offer financial assistance for relocation.



The Chamber's office is located at the Sauk Prairie Welcome Center in downtown Sauk City.

Map source image: [clipartmaps.com](http://clipartmaps.com)

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## about the Sauk Prairie area of Wisconsin



Sauk Prairie is a growing community located 20 minutes northwest of Madison, Wisconsin. The district is made up of sixteen municipalities including the villages of [Merrimac](#), [Prairie du Sac](#), and [Sauk City](#). Rolling hills, rich farmland, the Wisconsin River's [Sauk Prairie Riverway](#), and [Devil's Lake State Park](#) are a few of the geographic gifts that make this part of Wisconsin such a wonderful place to visit. The warm and supportive people of this community make it such a great place to live.

The [Sauk Prairie School District](#) is one of the main reasons people choose to call Sauk Prairie home. From its four-year-old kindergarten and early childhood programs to its Community Center programming for senior citizens, the people of Sauk Prairie are committed to providing lifelong learning opportunities to the entire community.

To learn more about the school district, start by watching this one-minute [video](#).

To learn more about Sauk Prairie's demographics, view the [Community at a Glance](#).

Sauk Prairie truly offers an opportunity to live where adventure, community, and opportunity meet:

- **A vibrant, family-friendly lifestyle** – a welcoming community that blends small-town charm with creativity and culture.
- **Outdoor adventures year-round** – Enjoy scenic hiking, biking along the riverfront, water sports, skiing, Lake Wisconsin, and two local golf courses.
- **Historic charm meets modern living** – Rich in character with revitalized downtowns, specialty shopping, winery & distillery, and innovative amenities.
- **Top-rated schools with strong business ties** – a forward-thinking school district backed by engaged local employers and career-ready partnerships.
- **Close to Madison, yet a world away** – just [20 miles from Madison](#) for an easy commute, day trip, or night out.

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## salary and benefits

The Chamber's Executive Director position has a **salary range of \$95,000 - \$115,000.**

The Chamber's employee benefits include:

- Monthly wellness allowance.
- 100% employer-paid vision, dental, and life insurance.
- Generous paid time off and holiday schedule, plus paid parental leave.
- Retirement plan with employer match.
- Professional development support.
- Technology (mobile phone) allowance.



*The Wisconsin State Cow Chip Throw is a beloved Labor Day weekend tradition in Prairie du Sac.*

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interested?

Please [apply](#) confidentially: [bit.ly/spacc-apply](https://bit.ly/spacc-apply)

**Deadline: rolling.** The position is open until filled. It was announced on **June 9, 2026**. Rather than setting an application deadline, we are considering applications and holding interviews on a rolling basis, with first-round interviews starting in early July. For best consideration, please apply promptly; and please complete all questions in the application, including the cover letter/personal statement. Our goal is to fill this position by **September 2026**.



[Dr. Evermor's Art Park](#) in North Freedom is home to the Forevertron, the world's largest scrap metal sculpture.

The Chamber has exclusively retained [Peter Gray Executive Search](#) to conduct the search for its new Executive Director. Peter Gray Executive Search is a social impact executive search firm in Madison, Wisconsin.

The Chamber and Peter Gray Executive Search are equal opportunity employers, committed to attracting candidates representing a diverse range of backgrounds. The Chamber strongly believes it benefits from the perspectives and talents of a diverse staff.

## about peter gray executive search



**Peter Gray** (he/him) is a recovering Wall Street recruiter who now recruits social impact leaders and fights bias in hiring.

As founder and CEO of [Peter Gray Executive Search](#), he guides nonprofit organizations and social impact employers through [leadership succession](#) and other [strategic hiring](#).

Peter began his career in executive search at Korn Ferry in New York City. Before that, he was a management consultant at CSC Index, the firm that pioneered business process reengineering.

Peter gives back as a member, adviser, and supporter of several nonprofit and civic organizations. A former Boys & Girls Club kid, he serves on the board of the Boys & Girls Clubs of Dane County, Wisconsin. Through his own [fundraising](#) and his [leadership of fundraising campaigns](#), he has helped raise over \$10 million for the Boys & Girls Clubs.

Awards include the In Business Madison Executive Choice award, the Boys & Girls Clubs of Dane County's Volunteer of the Decade and Mentor of the Year awards, the Aviva Youmunity Award, and the Wisconsin Bicycle Federation's Advocate of the Year award. Current and past committees include Madison Rotary, Downtown Madison Inc., United Way of Dane County, Foundation for Madison's Public Schools, Madison Public Market, and the Madison Area Diversity Roundtable.

Peter holds a BA from Harvard University, and an MBA from Columbia Business School.

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