

Victor Hoskins
President and CEO
Fairfax County Economic Development Authority

Victor Hoskins joined the Fairfax County (Va.) Economic Development Authority as president and CEO on August 5, 2019. Previously, he was the director of Arlington (Va.) Economic Development since 2015. In that role he is most known for leading the team that successfully attracted Amazon HQ2 to Arlington County, a deal that will bring between 25,000 and 37,850 Amazon jobs to Arlington, stimulate creation of another 75,000 jobs in the Washington region, and generate between \$3.2 and \$4.8 billion in revenue for the Commonwealth of Virginia.

Under Mr. Hoskins' leadership, Arlington County also successfully implemented an Innovation Strategy that moved it toward technology and private-sector commercialization. Other successes in Arlington include Nestlé, Grant Thornton, Lidl, Mastercard, Deloitte, PBS and Opower-Oracle.

Previously, Mr. Hoskins worked in private real estate investment on Wall Street. He also served as deputy mayor of economic development for the District of Columbia, during which time he led the turnaround of the District's economy with projects such as The Wharf and City Center. During his career, his work has resulted in almost 375,000 jobs, and he has led the teams that negotiated more than 700 major business deals resulting in billions of dollars in private investment. He holds a master's degree in city planning from the Massachusetts Institute of Technology and a bachelor's degree with honors from Dartmouth College.

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