



Job Title: Senior Director, Business Development

Position Summary: Reporting to the President and CEO, this professional serves as an integral member of the senior management team. This person is responsible for developing and implementing an aggressive program of work for business development initiatives centered on the organization's strategic focus areas. This person will direct and manage the business development team in the implementation of the organization's program of work. This person will develop and foster relationships with industry and community leaders, Investors and Board of Directors to identify new programs and opportunities for corporate investment and job growth in Brevard County.

Principle Duties and Responsibilities:

1. Develop, manage, and foster collaborative relationships with industry leaders, government leaders, and regional stakeholders.
2. Lead business retention and expansion (BRE) efforts at the county level by developing a pipeline of client leads with the goal to secure new business investment and job creation/retention.
3. Prepare compelling proposals articulating the value proposition for businesses to locate within Brevard County using demographic and workforce data, state and local tax analysis, relevant incentive programs and community assets.
4. Manage concurrent projects with internal colleagues and external partners.
5. Develop and manage strategies focused on local business growth, innovation, and entrepreneurship within targeted industries.
6. Manage the Business Development team to meet organizational goals and quality standards.
7. Manage activities of EDC volunteer councils such as: Ad Valorem Tax (AVT) Abatement, Innovation, Industry, and Aviation Aerospace and National Defense.
8. Represent the EDC by participating in key associations and organizations, serving on committees and advisory groups.

Qualifications:

- BS/BA degree in business related field.
- MBA or similar masters-level degree in relevant field preferred.
- Demonstrated ability to plan and implement strategic programs.
- Demonstrated ability to set goals, plan, execute and ensure that objectives are met.
- Demonstrated ability to work with all levels of management.
- Demonstrated communication and analytical skills.

Experience:

- Minimum of five years' experience in a Director position, with a successful track record in business development.
- Demonstrated progression in management development.

Special Requirements: Must be available to attend after hour functions and represent the EDC at various community organizations, boards, etc.

Travel Requirements: Some travel may be required to attend trade shows, national and international conferences, and seminars to promote the EDC and Brevard County.

To apply forward resume with cover letter and salary history to president@SpaceCoastEDC.org.