



GREATER SACRAMENTO
ECONOMIC COUNCIL

Vice President of Business Development

(LAST UPDATED JANUARY 2019)

Become an integral part of the economic future of Sacramento. An exciting start-up company with tremendous influence and momentum is looking for a Vice President of Business Development to advance job growth strategies and efforts for the Greater Sacramento Region. The Greater Sacramento Economic Council is the catalyst for innovative growth strategies in the Capital Region of California. The organization spearheads community-led direction to retain, attract, grow, and create new businesses, develop advanced industries and create jobs throughout a six-county region. Greater Sacramento represents a collaboration between local and state governments, market leaders, influencers, and stakeholders, with the sole mission of driving economic growth. Sacramento was founded on discovery, built on leadership and fueled by innovation. If you're ready to get to work, we're ready to hear from you.

To be successful in this role one must build and maintain strong relationships with business and community leaders, the commercial real estate development community, site selection consultants and strategic partners in the industry. An existing knowledge and aptitude in one or more industry verticals will be a strong advantage, as well as an existing network of national brokers, site selectors, developers, real estate investment trusts and other multipliers.

You will be responsible for:

- Managing and directing the development of leads, proposals and site visits locally and globally
- Advancing the business investment and job creation goals of GSEC by identifying and assisting companies in assigned industry verticals expanding in and into the region, meeting or exceeding annual contract goals
- Identifying business opportunities and prospects by evaluating the market and industry trends; researching and analyzing competitive options for expansion or relocation to the region
- Function as a liaison between client and economic development and real estate professionals, as well as regional partners for a seamless experience to relocate or expand in the region
- Coordinate outreach with site location consultants, corporate real estate professionals and other key individuals in the real estate industry locally and nationally
- Work closely with the marketing team on regional pitches and lead generation activities including proactive initiatives that focus on target sectors and industry related events
- Promote and market the region through trade shows, conferences, market visits and other assignments as deemed appropriate.
- Coordinate RFI/RFP responses
- Conduct out of state marketing visits to develop relationships with companies, corporate leaders, real estate brokers and site selectors

We need you to have:

- 5+ years of professional experience in economic and/or business development, site selection, real estate, or corporate business



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- Strong written and verbal communication skills to present to groups and/or business executives
- Experience formulating and implementing marketing and business attraction strategies and strategic plans
- Fluency with social media management, community management, PR, branding and content strategy
- Comfort working in a fast paced environment and doing hands-on work in a growing organization
- Exceptional team-orientation and communication skills
- A self-motivated, continuous learning approach

Benefits:

Competitive salary plus performance-based bonus structure, employer paid medical, dental and vision for the employee, 401(k) with a generous employer match, on-site gym, paid parking.

Job Type:

- Full-time, salaried, exempt; includes approximately 40% statewide and national travel

Preferred Qualifications:

- Bachelor's degree in economics, real estate, or related field
- Master's degree in economics, business administration, or other relevant field preferred
- Relevant professional certification (EDI, EDFP, CEcD) is a plus

Additional Recruitment Process Details:

This position is open until filled, with a preferred start date before April 1, 2019. Additional opportunities and levels of responsibility/compensation may be available and considered for the right candidate(s), commensurate with experience and qualifications.

To apply email your resume, cover letter, and a portfolio of your work that showcases your effectiveness to hr@selectsacramento.com.