

Position: VP of Business Development

Department: Business Development

Reports To: Chief Operating Officer

Status: Exempt

Salary Range: \$90,000-\$120,000

Job Summary

The Vice President of Business Development is responsible for all aspects of the organization's corporate recruitment, expansion and retention work. They also play a key role in the creation and execution of the organization's annual Program of Work and help to manage the economic development operation in conjunction with the Vice President of Research & Marketing.

Job Duties

- Direct the implementation of all recruiting client contact, including initial outreach, timely responses, site visits, research requests, state and local incentive discussions.
- Manage EDCUtah's Business Development (BD) team, including goal setting, performance measurement, professional development and long-term strategic growth initiatives.
- Proactively recruit new business into the state of Utah by leveraging relationships with national site selectors.
- Support EDCUtah's Global Strategy & Outreach (GS&O) program, including planning and executing recruiting missions, nurturing a database of active leads, and scaling the program to new industries and new geographies, and measuring performance.
- Ensure alignment between BD & GSO programs, including the seamless transition of GS&O leads into active BD projects.
- Manage accurate reporting of all lead and project data to EDCUtah stakeholders.
- Support the creation and management of departmental budgets.

Minimum Qualifications

- Bachelors Degree in Business Administration or other related field. Advanced degree (MBA, J.D., MPA, etc.) preferred.
- 5-10 years of successful Business Development, Project Management or Sales Team management. Ability to motivate, mentor and manage a diverse team of individuals.
- Track record of successful projects led by national site selectors.
- Strong negotiation skills with the ability to solve problems in high pressure situations.
- Ability and willingness to travel up to 25%.
- Demonstrated ability to communicate effectively and accurately both in verbal and written form.
- Ability to coordinate multiple tasks on an accurate and timely basis.

Please send resume and cover letter to Mike Flynn mflynn@edcutah.org