



Vice President of Business Development

Salary: \$125,000-145,000 depending on experience

Reports to: Chief Executive Officer

New Project Development & Management – Business Retention & Expansion/Existing Industry Support (BRE) – Property Management & Development

- Participate and lead so that every person who interacts with LCDA feels the organization operates honestly, professionally, and promptly, that its leadership is united in purpose, and that we are an effective and highly competent team that gets things done efficiently with a commitment to the highest good for our community and the businesses we serve.
- Contribute to a positive and supportive team atmosphere that is safe for honest, respectful communication to determine the best ways forward and achieve the greatest possible results.
- Partner with CEO and team to promote Liberty County as a place for business, actively seeking to attract positive commercial and industrial development in line with the community economic vision and strategy as determined by the LCDA staff and board and representing that vision in the marketplace.
- Work closely with the CEO and team to continually advance and manage LCDA's product development work, including developing/improving/maintaining land, buildings, and infrastructure to attract new business and support established business growth in Liberty County.
- Maintain excellent relationships with Georgia's economic development project managers, real estate brokers, developers, and regional partners. Simultaneously create and maintain relationships with national and international site location consultants and corporate real estate executives.
- Develop and lead local industry support and expansion efforts.
- Responsible for managing all aspects of location and expansion project management, ensuring the community's interest and the client's needs are met while consulting with and engaging the CEO daily.
 - Ensure professional, timely responses and follow-up to all inquiries.
 - Manage research, response, proposals, presentations, and prospect visits.

- o Develop, manage, and mentor any/all project management and/or research staff.
- o Learn and lead use of Salesforce, LCDA's internal contact management database and project management documentation tool.
- o Understand state and federal grant opportunities, lead the application processes and required grant management.
- o Oversee LCDA property database and ensure Liberty County properties are accurately included on State and utility partner databases.
- o Lead necessary research efforts, determining and analyzing fiscal and economic impacts of projects with related software tools.
- Support LCDA-related property development efforts and the creation of critical infrastructure, including, but not limited to, Tradeport East, Tradeport West, Midway Industrial Park, Hinesville Business Park, and future development opportunities. Make recommendations to and consult with the CEO and necessary experts/consultants.
- Work closely with CEO and other necessary partners or consultants to direct and manage water and sewer operations while strategically planning for future development needs.
- Maintain knowledge of economic development and business in general by attending relevant professional education conferences and staying informed of economic and political issues locally, nationally, and abroad.
- Identify professional conferences, events, trade shows and international business development missions to generate leads.
- Invite/host or travel/meet with prospective clients, consultants, businesses, commercial and industrial brokers and developers, developing customized itineraries, agendas, presentations and supporting materials as needed.
- Support workforce-related initiatives to advance the quality and continual growth of the Liberty County area workforce.
- Work closely with internal team to develop and implement effective marketing and sales initiatives and activities to:
 - o generate and convert leads to qualified projects by communicating truthful and compelling information in the most effective ways to the most ideal contacts (assist with shaping the marketing message, maintain and expand accurate database of contacts, prospects, etc.)
 - o successfully move the project through the sales process (marketing will assist in creative and strategic thinking, client related event planning, etc.)
 - o plan and host announcements (maintain communication with client throughout the process, guide marketing on critical client issues, etc.)
- Contribute to board meeting planning, presentations and discussions as appropriate.

- Contribute to the development and management of the annual budget as appropriate.
- Perform other duties essential to the operational success of LCDA.

Qualifications:

- Work requires considerable independent judgment and initiative combining a broad scope of professional planning, economic development knowledge and sophisticated, analytical thinking to solve various complex, technical problems.
- Bachelor's degree required with master's degree or CEcD strongly considered.
- Previous economic/community development experience is preferred; without economic/community development experience, the candidate should have experience in a related field such as commercial or industrial real estate or development, finance, public administration, or similar fields.
- Must possess a competitive, goal-oriented passion for economic development and a desire to serve the community.
- Ability to coordinate, analyze, and act upon confidential information while confidently interacting with private and public sector leaders.
- Strong organizational skills and attention to detail.
- Ability to function well in a high-paced and deadline-oriented environment.
- TEAM PLAYER who values honesty and integrity.
- Proficiency with Microsoft Office Suite, Adobe Acrobat, Dropbox, and other file-sharing programs with previous experience or ability/intention to learn Salesforce.
- Ability to work evenings and/or weekends for special events or programming coverage.
- Strong familiarity with the Greater Savannah and Liberty County region and the state of Georgia will be favorably considered.
- Valid driver's license with good driving record and passport.