



Tampa Bay Economic Development Council Economic Development Manager Job Description

Department: Economic Development
Position: Economic Development Manager
Reports to Sr. Vice President, Business Development
Status: Full-Time, Exempt

Summary of Responsibilities

Under the leadership and direction of the SVP, Economic Development, the Economic Development Manager (EDM) will be responsible for pro-active outreach to Hillsborough County targeted industry businesses that have significant potential to create and retain economic based jobs in the County. The Economic Development Manager will build and maintain relationships with targeted industry companies and support their unique needs with various services and state/local programs. This will be accomplished through business visits, industry specific trade organization meetings, community meetings, phone calls and face-to-face meetings. In addition to managing a portfolio of existing businesses, the EDM will also be responsible for managing business recruitment projects and pro-active outreach to decision makers, influencers, and prospect companies.

Essential Functions

- Provide a concierge level of service to clients and local businesses.
- Manage expansion and recruitment projects from inception to completion.
- Proactively assist in marketing programs and services to local, target industry business contacts to generate new expansion projects.
- Engage with EDC stakeholders to maintain up-to-date program details.
- Market Career Source Tampa Bay's programs and services to local businesses and meet metrics set by the CSTB / TBEDC MOU.
- Build and maintain a target list of companies within specific industries.
- Plan and conduct business visits within target industries to generate job creating projects, opportunities for CSTB products and to support the needs of local business.
- Working closely with our public partners and manage the financial incentives process for eligible projects.
- Serve as the EDC's knowledge expert on specific targeted industry sectors.
- Maintain accurate contact database and project status via Salesforce to allow for effective project management and measurement of organizational metrics.
- Serve on strategic task forces and ad hoc committees, as needed.
- Collaborate with other EDC departments to attain the organization's performance metrics.

Preferred Qualifications and Competencies

- Bachelor's degree in Business, Economic Development, Public Administration, or a related field.
- Minimum of two years business development experience.
- Must be customer service oriented.
- Comfortable with public speaking opportunities
- Economic development experience preferred.
- Analytical, self-starter, team player.
- Must be able to work well under pressure and within tight deadlines.
- Make decisions based on logical analysis and sound judgment.
- Strong verbal and written communication skills, with an ability to express ideas clearly, concisely, and effectively.
- Ability to research, organize, analyze, verify, and present information.
- Firsthand knowledge of Microsoft Office software applications.
- Strong interpersonal relationship skills, with a demonstrated ability to work collaboratively and effectively with a wide variety of internal and external stakeholders.
- The successful applicant will have experience developing and making sales presentations, providing prospect client services, and simultaneously managing multiple projects.

Working Conditions

- Occasional travel for meetings.
- May involve 20% domestic travel for missions, mission planning, meetings, trade shows, seminars, etc.
- Some evenings and weekends may be required.
- Work under and maintain confidentiality.
- Eligible for remote work per TBEDC Employee Handbook policies.

This job description in no way states or implies that these are the only duties to be performed by the employee occupying this position.

Management has the right to revise this job description at any time. The job description is not a contract for employment, and either you or the employer may terminate employment at any time for any reason. All applicants for this position are subject to pre-employment drug and background screenings.