



Director of Business Development Grow NELA

Grow NELA is a non-profit organization that accelerates regional opportunities that create new and better jobs, expand the tax base, and generate more wealth for nearly 300,000 people throughout 10 parishes in Northeast Louisiana.

Summary:

The Director of Business Development is responsible for the execution and management of Grow NELA economic and business development activities, focusing on the recruitment and retention of companies to Northeast Louisiana. The Director is responsible for managing the economic development team, establishing metrics that grow the Northeast Louisiana economy and providing a challenging and engaging culture where team members can thrive. The Director must possess an exceptional level of professional and political judgment with business and government leaders in the region. The Director must maintain a high-level of confidentiality with both clients and Grow NELA personnel and partners, be a thought leader, problem solver and have the ability to lead others.

ESSENTIAL FUNCTIONS

- Provide a vision for growth, and an engaging workplace culture, for Grow NELA team members and contractors
- Lead business growth via implementation of the Business Retention & Expansion Program through routine visits and detailed follow up with manufacturers, large and key employers
- Work collaboratively with Louisiana Economic Development, leading attraction and retention projects
- Assemble and manage detailed information for responses to Request for Proposals/Information and insure that replies meet deadlines.
- Possess a working knowledge of local and state programs applicable to assisting regional employers
- Advocate for positions that support goals of Grow NELA, the Northeast Louisiana region, and the State of Louisiana
- Establish and maintain relationships with Site Selectors, Commercial Realtors, and other service providers.
- Serve on boards and committees relative to Cornerstone Alliance strategic initiatives
- Prepare and present written and verbal project reports and public presentations
- Identify and participate in appropriate conferences and trade shows that attract businesses or site-consultants that align with the target industries for Northeast Louisiana business expansion strategies.
- Establish, develop and maintain effective working relationships with departmental staff, municipal employees, local business owners and the general public
- Seek, manage, monitor and report on various grant-funded projects

Qualifications:

- Bachelors Degree required.
- A minimum of three (3) years of leadership in economic development, business development, community development or project management, in an economic development organization or municipality, including a strong track record of negotiated project "wins"
- Completion of OU/EDI or IEDC Economic Development courses. Certified Economic Development Certificate preferred
- Experience working with industrial and commercial real estate experts and developers
- Interpersonal skills allowing for tactful relationships with staff and prospects.
- Excellent interpersonal and communication skills, written and verbal, and experience in public speaking.
- Proficiency in IT systems using Microsoft, Google, Social Media and other platforms.
- Excellent customer service skills a must

Interested candidates should email their cover letter and resume to: rob@grownela.com. Please include "Application for Director of Business Development" in the subject line. **Deadline for Response:** January 31, 2025.