



Position Title: Vice President Business Development

Statement of Duties

The Vice President Business Development plays a key role in realizing the Commerce Corporation's big picture goals for marketing Rhode Island's unique value proposition to attract and retain businesses to the area. This position provides sales and technical support and assists with the marketing of the corporation's and partners' programs and services to in-state businesses and out-of-state leads.

Position Functions

The essential functions and duties listed below are intended only as illustration of the various types of work that may be performed. The omission of specific statements of duties does not exclude them from the position if work is similar, related, or a logical assignment to the position.

Essential Functions

- Implement a plan to attract out-of-state businesses to RI and assist in-state company expansion
- Assess companies' current and future business needs, perform market and industry research and financial analysis in support of recruitment and retention activities, and prepare related proposals and presentation
- Maintain up-to-date awareness of activities, industry trends and government regulations
- Meet and establish service and sales goals
- Participate in sales forecasting and planning in an effective manner by researching, developing, and maintaining long- and short-range sales and marketing goals
- Work with the marketing team to develop materials and collateral
- Provide businesses, real estate brokers, and developers interested in expanding in and/or relocating to Rhode Island with marketing information, site location and financial assistance, and data related to business regulations and permitting