



Business Development Executive – Life Science Focus

Position Summary

The Rhode Island Commerce Corporation, a mission oriented and dynamic quasi-public agency focused on economic development, seeks to hire a Business Development Executive to support and contribute to business attraction, expansion and retention initiatives, helping the Corporation reach its objectives and goals for economic development.

The Business Development Executive 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 in the state. This position will focus on the life science sector and strategically grow RI's life science ecosystem. In addition, the position will assist and help inform the marketing initiatives, programs and services to in-state businesses and out-of-state leads.

Responsibilities

- Implement a plan to attract out-of-state businesses to RI and assist in-state company expansion in the life science sector.
- 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 presentations
- 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

Key Competencies

1. **Strategic skills:** Determines opportunities and threats through comprehensive analysis of current and future trends. Comprehends the big picture.
2. **Resourcefulness:** Passionately finds ways over, around or through barriers to success. Achieves results despite lack of resources. Goes beyond the call of duty. Shows bias for action. A results-oriented "doer."
3. **Persuasion:** Persuasive in change efforts, selling a vision. Convincing.
4. **Goal Setting:** Sets fair stretch goals for self and others. Encourages individual initiative.
5. **Vision:** Provides clear, credible vision and strategy.
6. **Energy / Drive:** Exhibits energy, strong desire to achieve, high dedication level.

Professional Qualifications

- Life Science business background is desired.
- Relevant professional experience in business development, investor relations, and/or sales experience is required.
- A bachelor's or advanced degree in life science, finance, accounting, economics, business or strategic management is preferred
- Experience with Salesforce CRM or other customer relation management system
- Ability to conduct a targeted, systemic, and sustained business development strategy
- Ability to identify unforeseen opportunities based on market feedback and internal discussions
- Skilled at customer service and relationship management

To be considered, candidates must submit a cover letter along with a professional resume and salary requirements via email:

Rhode Island Commerce Corporation
job.opportunities@commerceri.com

The RI Commerce Corporation is an Equal Opportunity Employer