



## Director, Opportunity Zone Investment

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The Rhode Island Commerce Corporation seeks an experienced professional to assume the role of Director, Opportunity Zone Investment. The Director will be a key member of the Commerce Corporation's core team working to promote development and investment in Opportunity Zones across the state. Rhode Island's Opportunity Zones have been recognized for their economic development potential by both Smart Growth America (state with an Opportunity Zone in top 10% by smart growth potential) and [Zillow](#) (ranked #2 state for areas most likely to receive opportunity zone investment). As the state seeks to increase investment in these areas, Rhode Island is seeking to fill this position to lead Opportunity Zone-related activity for the state. The Director will work with other members of the Commerce and state team to move forward economic development policy to catalyze the potential of the zones designated in Rhode Island.

### Responsibilities

- Design and manage Rhode Island's Opportunity Zone initiative.
- Coordinate with Rhode Island's cities and towns to develop an Investment Prospectus for the state as well as a comprehensive plan for the Rhode Island Opportunity Zones.
- Promote coordination between Rhode Island's economic development tools and the Opportunity Zone tax benefit.
- Match investors with potential project ideas by developing relationships with investors, surfacing business and real estate project investment opportunities.
- Develop an information exchange with developers, state and federal regulatory agencies, businesses, public constituents, civic and community groups, and legislative leaders as it relates to Opportunity Zone investments.
- Work to ensure successful implementation of Opportunity Zones in Rhode Island by producing data and policy products and engaging with local leaders to devise strategies to maximize the impact of this new tool.
- Assist cities and towns with identifying potential Opportunity Zone investments in their areas and in advancing those projects.
- Assist cities and towns in crafting financial packages and molding investment tools to promote development in Rhode Island's Opportunity Zones.
- Keep abreast of the latest academic research related to Opportunity Zones.
- Conduct regular qualitative and quantitative spot research on Opportunity Zones in Rhode Island.
- Collect and share information about Rhode Island's Opportunity Zones and projects. Monitor and track Opportunity Fund investments in the state.

### **Key Competencies**

- **Intelligence:** The ability to acquire understanding and absorb information rapidly. A quick study.
- **Creativity and 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.”
- **Tenacity:** Consistent reward of passionately striving to achieve results. Conveys strong need to win. Reputation for not giving up.

### **Essential Qualifications**

- Relevant professional experience or demonstrated high level of success related to development or related area in government or private sector.
- Significant client/ stakeholder interaction and experience, particularly showing the ability to develop strong and influential relationships.
- Experienced in designing and developing innovative programs and solutions.
- Professional familiarity with the Opportunity Zone tax benefit.
- Ability to manage multiple competing priorities in a fast-paced work environment.
- Self-motivated, creative, organized, and deeply committed to personal and organizational success.
- Demonstrated ability for visualizing data and information in a variety of different formats and using that data creatively and persuasively is preferred.
- Knowledge of financing methodology and techniques.
- Understanding of state and local government process.
- A Bachelor’s degree is required. A Master’s degree in a relevant field (e.g. public policy, economics, development, finance) is preferred.

Posting will remain open until the position is filled. Please submit a cover letter along with a professional resume and salary requirements via email to:

**Rhode Island Commerce Corporation**  
[job.opportunities@commerceri.com](mailto:job.opportunities@commerceri.com)

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