



## **Business Development Executive**

**RI Commerce is seeking a business development executive to join a dynamic team of mission-oriented professionals. This position provides a unique opportunity to make a meaningful impact on job creation and economic opportunity for the citizens of the State of RI.**

The Rhode Island Commerce Corporation, as the official economic development arm of the State of Rhode Island, works to drive prosperity in the state and help Rhode Island businesses and residents thrive. A quasi-public agency, the Commerce Corporation serves as a government and community resource to help boost business expansion in, and relocation to, Rhode Island. We are a passionate, innovative, driven, and resourceful team inspired by the belief that we can expand opportunities so that more Rhode Islanders are able to succeed. People skilled at advancing strategic change in a fast-paced, dynamic environment thrive here.

### **Summary**

The Commerce Corporation seeks to hire a Business Development Executive to play a key role in realizing the Corporation's business attraction, expansion, and retention initiatives. The Business Development Executive will focus on companies in one or more of Rhode Island's targeted sectors: biotechnology and life sciences; maritime and ocean-related industries; advanced business services; design, custom, and advanced manufacturing; and IT/cyber-related technologies. The incumbent in this position understands business needs and decision-making processes and drives compelling pitches for companies in these sectors to expand or locate in Rhode Island. Key to these efforts will be maintaining a strong working knowledge of major industry trends, players, and opportunities. In addition, the position will lead and inform initiatives, programs, and services to in-state businesses and out-of-state leads.

### **Responsibilities**

- Manage business development prospects, cultivate leads, and generate business opportunities.
- Develop new and foster long-term relationships with businesses, industry groups, and other economic development organizations to grow a pipeline of business opportunities and support business growth.
- Perform consultative services including market and industry research and financial analysis in support of recruitment and retention activities, and prepare related proposals and presentations.

- Work with the marketing team to develop materials and industry events.
- Keep up to date on the trends and usage needs of industrial and office real estate and development, and advise businesses and Rhode Island Commerce as it relates to new acquisitions and developments.

### Key Competencies

- **Strategic skills:** Job requires the ability to determine opportunities and threats through comprehensive analysis of current and future trends. Comprehends the big picture.
- **Resourcefulness:** Job requires problem solving and finding ways over, around or through barriers to success. A bias for action. A results-oriented "doer."
- **Leadership** - Job requires a willingness to lead, take charge, and offer opinions and direction.
- **Initiative** - Job requires a willingness to take on responsibilities and challenges
- **Achievement/Effort** - Job requires establishing and maintaining challenging goals for self and others and exerting effort toward mastering tasks.
- **Written Communications:** Job requires ability to write clear, precise, well-organized documents using appropriate vocabulary, grammar, and diction.
- **Dependability** - Job requires being reliable, responsible, and dependable, and fulfilling obligation.

### Qualifications and Skills

- Relevant professional experience or demonstrated high level of success related to business development, sales, investor relations, or a related area in government or private sector.
- Bachelor's Degree required. MBA or advanced degree preferred.
- Significant client/stakeholder interaction and experience, particularly showing the ability to develop strong and influential relationships.
- Ability to manage multiple competing priorities in a fast-paced work environment.
- Self-motivated, creative, organized, and deeply committed to personal and organizational success.
- Ability to communicate clearly and accurately and to interact with professionals at all levels in all business units.
- Strong analytical, problem-solving, and critical thinking skills with attention to detail.
- Experience with Salesforce CRM or other customer relation management system is a plus.

Please submit a cover letter along with a professional resume via email to:

[job.opportunities@commerceri.com](mailto:job.opportunities@commerceri.com)

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The Rhode Island Commerce Corporation (the 'Corporation') is an Equal Opportunity Employer.

The Corporation does not discriminate on the basis of race, religion, color, sex, gender identity, sexual orientation, age, non-disqualifying physical or mental disability, national origin, veteran status or any other basis covered by applicable law. All employment is decided on the basis of qualifications, merit, and business need. The Corporation will not tolerate discrimination or harassment based on any of these characteristics.