



## **President and Chief Operating Officer**

*The President and Chief Operating Officer for RI Commerce is appointed by the Rhode Island Secretary of Commerce.*

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The Rhode Island Commerce Corporation (RI Commerce), as the official economic development agency for the State of Rhode Island, works to drive prosperity in the state and help Rhode Island businesses and residents thrive. A quasi-public agency, RI Commerce 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.

### **Key Responsibilities**

*The key responsibilities 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.*

### **Organizational Strategy**

- Develop and implement strategic plans and initiatives to drive economic growth and development across the state of Rhode Island.
- Work with stakeholders to identify and prioritize economic development opportunities, including targeting key industries and sectors for growth and development.
- Conduct research and analysis to inform economic development strategies and decision-making.
- Develop and implement programs and initiatives to support small business growth and development, including providing access to capital, training, and technical assistance.
- Identify and pursue funding opportunities to support economic development initiatives, including grants, loans, and public/private partnerships.

### **Portfolio and Investment Strategy**

- Evaluate target and high-potential companies, investments, real estate investments and corresponding risks across the size spectrum, capital continuum, etc.
- Lead, negotiate, and close transactions and contracts.
- Complete transactions and mold investment tools to close the deals.
- Perform financial and strategic business analyses in support of the above.

### **Organizational Leadership and Oversight**

- Oversee the day-to-day operations of the RI Commerce, including managing senior leadership and staff, budget development and implementation, and resource utilization to ensure effective and efficient operations.
- Direct all senior level activities of the Corporation, including setting organizational goals and top-line strategies that will drive state economic development, high-wage job growth, and small business prosperity; evaluates success of organizational efforts and leads improvements and pivots as needed;
- Ensure Corporation compliance with all required State, Federal, and Board rules, statutes, and guidance.

## **Board, Government, and Community Relations**

- Serve as the primary spokesperson and representative for RI Commerce, working closely with the Secretary of Commerce, RI Commerce board, state officials, business leaders, and community stakeholders to advance economic development priorities;
- Build and maintain strong relationships with key stakeholders, including public officials, private sector partners, and community organizations, to foster collaboration and drive economic development as well as maximize awareness and productive utilization of Corporation resources, incentives, and programs.
- Manage relationship with Corporation board, ensuring board members are well-engaged in Corporation's efforts and well-equipped to govern and provide fiduciary oversight of the Corporation; Oversees community and project-development activities
- Serve as the Corporation's liaison with the legislature, external agencies and private groups to develop and maintain working relationships;
- Perform all other related projects as requested by the Secretary of Commerce, Governor's office and legislative branches, as appropriate

## **Qualifications**

- Master's degree in Business, Finance, Economics, Public Policy, or a related field.
- At least 10 years of experience in economic development, public/private partnerships, or a related field.
- Demonstrated success in leading economic development initiatives and driving business growth.
- Proven track record of sourcing, negotiating and executing complex financial transactions with a bias to action.
- Demonstrated ability to structure and negotiate customary and innovative financial transactions.
- Knowledge of economic development policies and programs, including funding sources, tax incentives, and regulations.
- Financial and operational knowledge of various industries including, but not limited to, manufacturing, hospitality, financial services, development, healthcare, education and the important role each plays in Rhode Island's economy.
- Strong analytical and research skills, with experience conducting and overseeing research and analysis to inform decision-making.
- Strong communication and interpersonal skills, with the ability to build relationships with a wide range of stakeholders.
- Excellent leadership and management skills, with experience leading teams and managing budgets and resources.
- Ability to think strategically and identify innovative solutions to complex challenges.
- Knowledge of both the public and private sectors highly preferred.
- Innovative and entrepreneurial mindset, motivational abilities, and the ability to find and retain talented employees.

Resumes will be accepted until position is filled. Please submit a cover letter along with a professional resume via email to:

### **Rhode Island Commerce Corporation**

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

- *Rhode Island Commerce Corporation is an at-will employer; no employment contracts exist.*
- *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.*