



Director of Business Development - International

Statement of Duties

The incumbent will work to understand business needs and decision-making processes to drive compelling pitches for international companies in all industry sectors to expand or locate in Rhode Island.

Position Functions

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

Essential Functions

- Analyze industry trends to determine implications for foreign direct investment activity.
- Assess the potential of different sectors and markets as sources of foreign direct investment.
- Initiate strategies for quality lead generation and follow-up.
- Develop new and foster long-term relationships with businesses, industry groups, and other economic development organizations to grow a pipeline of business opportunities to support business growth in RI.
- Perform consultative services including market and industry research, financial analysis in support of recruitment and retention activities, and prepare related proposals and presentations.
- Assist in the development of strategic economic development plans.
- Work with the marketing team to develop materials and collateral.
- Lead special projects as assigned.

Preferred Qualifications

- 3-5 years of relevant professional experience or demonstrated high level of success related to business development, foreign direct investment, international relations, sales, investor relations, or a related area in government or private sector.
- Bachelor's Degree. MBA or advanced degree in a relevant field (e.g. finance, accounting, economics, or strategic management) preferred.
- Significant client/stakeholder interaction and experience showing the ability to develop strong and influential relationships, working with multiple constituent groups.
- Ability to communicate clearly and accurately and to interact with professionals at all levels in all business units.
- Ability to manage multiple competing priorities in a fast-paced work environment.
- Self-motivated, creative, organized, and committed to personal and organizational success.
- Strong analytical, problem-solving, and critical thinking skills with attention to detail.

- Experience with Salesforce CRM or other customer relation management system is preferred.
- Proficiency with PowerPoint.
- Ability to travel out of state ~10% or approximately once per quarter.
- A valid driver's license is required and must be able to obtain a passport.

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.

To be considered for this position, please apply at:

<https://secure.yourpayrollhr.com/ta/co8056.careers?ShowJob=604167963>