



Business Engagement Specialist

Statement of Duties

Incumbent in the position will provide Rhode Island businesses with client service assistance, collaboration and technical support in navigating programs and services offered by the Rhode Island Commerce Corporation and partner entities; performs all other related work as required. Spanish language skills are preferred.

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 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.

Essential Functions

- Executes the Business Engagement mission to assist in-state businesses with their start-up and expansion needs. Research customer requests and coordinate with staff and partnering organizations to deliver applicable products, services and/or resolutions in an effective and responsive manner. Client contact includes, but is not limited to, outreach to the business community, response to direct inquiries and public speaking events.
- Implements a proactive approach to listening to Rhode Island businesses including attending numerous business-related events and interpreting their concerns to actionable items that solve the concerns of business.
- Provides one-on-one consultation services with new and existing businesses.
- Connects business owners to potential city, state, federal and regional resources as appropriate.
- Helps resolve issues, including regulatory and permitting, by providing insight and/or acting as a liaison to applicable state agencies, such as the Department of Business Regulation, Department of Environmental Management, Department of Health, Department of Labor & Training, etc.
- Identifies and promotes partner programs that may benefit businesses.
- Represents the state and corporation at various trade shows, industry-specific forums, and public events with the objective of promoting Rhode Island. Ability to work nights and weekends as needed.
- Develops and maintains communications in a cooperative and professional manner, treating all employees and customers with respect and courtesy while taking responsibility for, and making every effort to resolve concerns and problems.

Key Competencies

- **Intelligence:** The ability to acquire understanding and absorb information rapidly. A quick study.
- **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.”
- **Written Communications:** Writes clear, precise, well-organized documents using appropriate vocabulary, grammar, and word usage.
- **Goal Setting:** Sets fair stretch goals for self and others. Encourages individual initiative.

Qualifications

- Knowledge of Rhode Island’s business community, economic development programs, tools, resources, and federal/state grant programs.
- Bilingual verbal and written Spanish skills preferred.
- Background in working with Rhode Island state government and/or multiple department heads is a plus, but not required.
- 3-5 years’ experience working one-on-one with clients, fostering professional relationships, and contributing to team successes but capable of working independently.
- Results-driven and metric-oriented with ability to organize work tasks and follow through to completion.
- Must possess integrity and the ability to maintain confidentiality as required.
- Mandatory use of Salesforce to track all activity including but not limited to meetings, calls and emails. Experience with Microsoft Office Suite preferred.
- Outgoing, friendly, customer service-oriented people who like to solve problems.
- Education: Such as may have been gained through graduation from a college or university of recognized standing in Business Administration, Public Administration, Political Science or Law, or another related field.

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=638115203>