

Job Description

POSITION TITLE: VP, Business Recruitment
SUPERVISOR: Subash Alias- CEO
FLSA: Exempt (not eligible for overtime)
SCHEDULE: Full-Time
LOCATION: Kansas City, Missouri

JOB SUMMARY/PURPOSE:

- The purpose of the Vice President, Business Recruitment position is to lead successful business attraction projects across the state of Missouri. In doing so, the VP Business Recruitment will be the day-to-day contact representing Missouri for companies, site location consultants, state and local economic development partners, and other various influencers involved in new out-of-state investment decisions considering Missouri.

ESSENTIAL FUNCTIONS:

- Manage projects from start to end in a timely and highly professional manner
 - Be able to act in both a lead and support role in economic development projects
 - Accurately assess project needs and seek to provide real solutions
 - Communicate to all stakeholders the status of various projects as needed
 - Document project activity as needed in the CRM system
 - Support colleagues in relieving their project load or actual projects as needed
- Become familiar with the assets from around the state
 - Key industry sectors
 - Key industry sector companies
 - Industry sector research assets
 - Key industry sector university programs
 - Community assets
 - Industry base
 - Targeted industries
 - Local contacts
 - Major real estate options
 - Key assets
- Market and promote Missouri as a strong business location at various industry conferences, tradeshows, events etc.
- Generate leads and opportunities for new investment into Missouri from out-of-state
- Build and foster new relationships with influencers like site location consultants, corporate real estate executives, Missouri area companies, and other contacts in position to influence investment into Missouri
- Build and foster meaningful relationships throughout the state with the following
 - State and local economic development officials
 - Subject matter experts throughout various departments and divisions of state government, such as Departments of Revenue, Natural Resources, and Transportation
- Become proficient in state and local incentive programs
 - Build relationships with the various program managers
 - Understand goals and motivation behind certain program limitations including funding limits and caps
 - Adhere to the application and subsequent follow-up processes

QUALIFICATIONS:

- At least three years of progressive work experience in economic development project management; five years preferred.
- College degree in business, economics is desirable
- Master's degree preferred
- Previous sales/client management experience is a plus
- Existing relationships with the site location consulting industry is a plus

TRAVEL:

- Regular travel between 25% and 50% is expected in order to call on clients, attend conferences and marketing events, and build key relationships with site consultants and other influencers

COMPENSATION:

- Missouri Partnership will offer an excellent benefits package and competitive salary that will be commensurate with the qualifications and experience of the successful candidate.

Please submit your resume and cover letter to: careers@missouripartnership.com