

GRE Business Development Manager

Position Description: Business Development Manager is responsible for supporting business attraction and expansion opportunities throughout the 9-county Greater Rochester – Finger Lakes Region of New York and supporting the execution of the strategic plan of Greater Rochester Enterprise (GRE).

Essential Job Functions and Responsibilities:

- Develop and maintain professional relationships and partnerships with business executives and site selection consultants to create opportunities and deliver outcomes for projects related to enhancing the Greater Rochester, NY region's success in the retention, expansion and attraction of private business investments and jobs in the region.
- Manage successful business development outreach programs, which include lead generation and analysis, cold calling, and relationship management.
- Support state and local economic development partners in efforts to attract, retain and grow existing businesses in the region.
- Understand key regional assets and data elements in order to support business attraction and expansion throughout the region.
- Represent Greater Rochester Enterprise as the first point of contact for business executives, site selection consultants and other economic development partners in order to support economic growth in the Greater Rochester, NY region.

Essential Qualifications: Must be an effective communicator – both written and verbal. Must demonstrate success in lead generation, proactive outreach and project management. Must be comfortable developing and delivering detailed presentations. Must have a bachelor's degree in a related field and at least three (3) years of related experience. Business development and economic development experience preferred.

Professional Characteristics desired: The ideal candidate is a team player with a high level of integrity, accountability, passion for excellence and comfortable multi-tasking within a high energy work environment.

Salary: Salary will be commensurate with demonstrated skill and business experience. Comprehensive employee benefits package provided, including 401(k) retirement plan, medical and dental insurance.

Greater Rochester Enterprise is an equal opportunity employer.