

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, cold calling, and relationship management.
- Develop and maintain business information and data systems to support business outreach programs.
- Analyze business data and key regional assets to support business attraction and expansion throughout the region, including lead generation, predictive analytics and industry analysis.
- Support federal, state and local economic development partners in efforts to attract, retain and grow existing businesses in the region.
- Represent Greater Rochester Enterprise (GRE) 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:

Excellent communication skills, both verbal and written, with the ability to produce and deliver professional presentations. Must be capable of multitasking effectively in a fast-paced, dynamic environment, Must demonstrate success in project management, lead generation, proactive outreach, business analysis, and information systems. Must have a bachelor's degree in a related field and at least three (3-5) years of related experience. Business development and economic development experience preferred.

Professional Characteristics desired:

The ideal candidate is a highly motivated, results-driven team player with a high level of integrity, accountability, and a passion for excellence.

Salary:

Salary range between \$70,000 and \$80,000, which 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.