



Director of Business Recruitment and Expansion

General Summary

Team Volusia Economic Development Corporation's vision is to be an economic development partnership that is recognized as best in class in Florida and the Southeast, producing measurable improvement year over year in Volusia County's economy. As a new public-private partnership, Team Volusia EDC offers a highly motivated candidate the opportunity to assume significant responsibilities and contribute to the development of the organization.

The Director will work under the direction of the President/CEO to market Volusia County as a location for new business and industry and expansion of existing industry. The ideal candidate should thrive in a fast-paced, ever-changing environment and must have a proven track record in economic development.

The successful candidate will have three to five years of economic development experience and expertise in several of the following areas:

- Targeted industry cluster approach to economic development;
- First-class business recruitment program to attract prospective companies;
- Business retention and expansion program to serve existing companies and the ability to identify their interests and concerns;
- Aggressive national marketing and branding program, including a GIS website;
- Project management skills, including experience working office, commercial and industrial projects through every stage (from initial inquiry/request for information to deal closure) and ability to simultaneously oversee multiple projects.
- Robust business intelligence program focused on prospect research.

Educational and Work Experience Required:

- Undergraduate degree in public administration, business administration, marketing, economics, finance, or a related field required. Master's degree preferred.
- Minimum of three to five years of economic development experience required; public-private partnership background preferred.

Skills/Abilities Required:

- Work ethic, integrity, creativity, and ability to multi-task.
- Excellent communication, presentation, and interpersonal skills.
- Outstanding organizational skills. Ability to maintain focus and handle high volume of work while working in a fast-paced environment.
- Some travel required.
- Proficiency in Microsoft Word/Excel/PowerPoint.

Salary is negotiable and based on experience and qualifications. To apply, please send cover letter and resume to:

Helen Cauthen, President & CEO
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No phone calls please.