

City of Dania Beach

Business Attraction and Investment Manager, CRA

SALARY \$31.82 - \$49.32 Hourly LOCATION Dania Beach, FL

\$66,181.32 - \$102,580.95 Annually

JOB TYPE Full-Time REMOTE Flexible/Hybrid

EMPLOYMENT

JOB NUMBER 00458 DEPARTMENT Community Redevelopment Agency

Canada)

Job Description

**PREVIOUS CANDIDATES DO NOT NEED TO RE-APPLY

DANIA BEACH COMMUNITY REDEVELOPMENT AGENCY (CRA)

Dania Beach is the hub of the enormous, robust Southeast Florida economy, the 8th largest Metropolitan Statistical Area (MSA) in the U.S. Dania Beach advantages include a state and local tax-friendly environment, solid Infrastructure, high-speed Internet, low-cost utilities, and 43 Institutions of higher learning. We are served by three (3) International Airports and three (3) deep water Seaports - YOU HAVE A WIDER REACH OF THE GLOBE FROM DANIA BEACH.

Located in the heart of South Florida, the City of Dania Beach is an ideal and exciting place to live, work and play. Dania Beach is in a renaissance, and we invite you to consider employment with us in our collaborative work environment. We want motivated individuals looking for an opportunity to make a difference. Come and discover our unique charm and our pioneering spirit as Broward's first city, incorporated in 1904. **Apply now and take the next step in your career!**

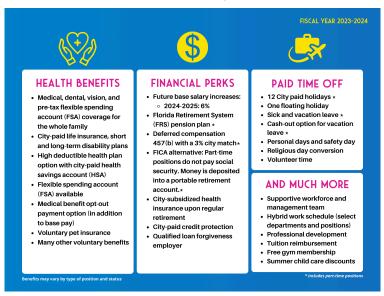
Future Salary Increases

Fiscal Year 2024-2025 - 6% Across the base salary increase

Employee Training and Development

The City is committed to the development of our team members. We encourage you to grow with us! We offer numerous in-house organizational training opportunities, as well as tuition reimbursement for our full-time team members, after successfully completing probation. We work diligently with our team members to enhance their skill sets and progress their careers.

Excellent Benefits



Position Summary

We are currently seeking a Business Attraction and Investment Manager to join our Community Redevelopment Agency. Under the direction of the CRA Executive Director, the ideal candidate will be responsible for the development and execution of business attraction/retention strategies and marketing of the City/CRA as a desirable business destination. The incumbent should be an outside-of-the-box thinker, a visionary leader, and a business professional. The incumbent's success will be measured, in part, by the number of new businesses brought into the CRA and the development of an effective working network of CRA businesses, residents, partner agencies, developers, and investors. If you are ready to take the next step in your career and contribute to the growth and development of the City of Dania Beach.

Apply now to join our team!

Duties & Responsibilities

Essential Job Functions

- Contribute to the achievement of the Agency's Mission, Vision Statements, and CRA Plan goals/objectives. Develop benchmarks to monitor and evaluate program/project effectiveness.
- Work with investors/developers to secure investment, development of projects, and the attraction of businesses to the CRA. Follow-up on leads with interested parties.
- Develop relationships with City/CRA businesses. Conduct a formal "BRAVO" visitations. Develop a business contact database of CRA, City, and regional businesses. Develop a strategy to promote CRA businesses.
- Act as liaison to and build working relationships with partner agencies, schools, labor organizations, non-profits, and businesses, as well as entrepreneurial and civic/community groups.
- Assist with the development of collateral materials and presentations to support the expansion of existing businesses and the attraction of new/start-up businesses, investors, and skilled workforce.
- Develop business/resident resource content for the CRA website. Design/implement strategies to enhance our strengths and mitigate our weaknesses based on analytical research.

Qualifications

What's required: (Minimum Requirements)

- Bachelor's degree in real estate, finance, business administration, planning, urban development, or close equivalent.
 Relevant experience can substitute for education on a year-for-year basis at the sole discretion of the Executive Director.
- Minimum three (3) years experience and proven success in economic development, business attraction/retention, redevelopment, community development, business assistance, real estate development, and/or public/private finance.
- Project management experience in community/economic development, real estate, business retention, or related field.

• Possession of a valid driver's license with an overall good driving record is required. If the driver's license is out of state, must be able to obtain a Florida driver's license within thirty (30) days of the hire date.

What's preferred: (Desired Requirements)

- Five (5) years experience as an economic development practitioner, advocating/promoting development, and investment in a government environment.
- Experience in Commercial Real Estate and/or Project Financing, especially in South Florida.
- Affiliations/certifications with trade groups, such as FRA, ICSC, and IEDC.

Agency	Address
City of Dania Beach	100 W Dania Beach BLVD
Phone 954-924-6819	Dania Beach, Florida, 33004
Website http://www.daniabeachfl.gov	
Business Attraction and Investment Manager, C	RA Supplemental Questionnaire
*QUESTION 1	
Do you have a Bachelor's degree in Real Estate, Finance, Burelated field from an accredited college or university? Yes No	usiness Administration, Planning, Urban Development, or a
*QUESTION 2	
Do you have a minimum of three (3) years of experience and attraction/retention, re-development, community development public/private finance? Yes No	
*QUESTION 3 Do you have project management experience in community Yes No	r/economic development, real estate, or business retention?
*QUESTION 4	
Do you possess a valid driver's license with an overall good state, must be able to obtain a Florida driver's license within Yes No	

*Q	U	F	ST	10	N	5

Do you have five (5) years of experience as an economic development practitioner, advocating/promoting development, and investment in a government environment? Yes No
*QUESTION 6
Do you have experience as a Commercial Real Estate broker, especially in South Florida? Yes No
*QUESTION 7
Do you have any of these affiliations/certifications? FRA, ICSC, IEDC. Yes No
*QUESTION 8

Please list the affiliations/certifications below:

* Required Question