



City of Dania Beach

Business Attraction and Investment Manager, CRA

SALARY	\$31.82 - \$49.32 Hourly \$66,181.32 - \$102,580.95 Annually	LOCATION	Dania Beach, FL
JOB TYPE	Full-Time	REMOTE EMPLOYMENT	Flexible/Hybrid
JOB NUMBER	00458	DEPARTMENT	Community Redevelopment Agency
OPENING DATE	06/03/2024	CLOSING DATE	6/17/2024 at 11:59 PM Eastern Time (US & 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

FISCAL YEAR 2023-2024

 HEALTH BENEFITS	 FINANCIAL PERKS	 PAID TIME OFF
<ul style="list-style-type: none"> • Medical, dental, vision, and pre-tax flexible spending account (FSA) coverage for the whole family • City-paid life insurance, short and long-term disability plans • High deductible health plan option with city-paid health savings account (HSA) • Flexible spending account (FSA) available • Medical benefit opt-out payment option (in addition to base pay) • Voluntary pet insurance • Many other voluntary benefits 	<ul style="list-style-type: none"> • Future base salary increases: <ul style="list-style-type: none"> ◦ 2024-2025: 6% • Florida Retirement System (FRS) pension plan * • Deferred compensation 457(b) with a 3% city match* • FICA alternative: Part-time positions do not pay social security. Money is deposited into a portable retirement account.* • City-subsidized health insurance upon regular retirement • City-paid credit protection • Qualified loan forgiveness employer 	<ul style="list-style-type: none"> • 12 City paid holidays * • One floating holiday • Sick and vacation leave * • Cash-out option for vacation leave * • Personal days and safety day • Religious day conversion • Volunteer time
		<p style="text-align: center;">AND MUCH MORE</p> <ul style="list-style-type: none"> • Supportive workforce and management team • Hybrid work schedule (select departments and positions) • Professional development • Tuition reimbursement • Free gym membership • Summer child care discounts

Benefits may vary by type of position and status * Includes part-time positions

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, re-development, 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

City of Dania Beach

Address

100 W Dania Beach BLVD

Phone

954-924-6819

Dania Beach, Florida, 33004

Website

<http://www.daniabeachfl.gov>

Business Attraction and Investment Manager, CRA Supplemental Questionnaire

***QUESTION 1**

Do you have a Bachelor's degree in Real Estate, Finance, Business Administration, Planning, Urban Development, or a related field from an accredited college or university?

- Yes
- No

***QUESTION 2**

Do you have a minimum of three (3) years of experience and proven success in economic development, business attraction/retention, re-development, community development, business assistance, real estate development, and/or public/private finance?

- Yes
- No

***QUESTION 3**

Do you have project management experience in community/economic development, real estate, or business retention?

- Yes
- No

***QUESTION 4**

Do you possess 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.

- Yes
- No

***QUESTION 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