



Managing Director, Regional Intelligence

Greater Seattle Partners (GSP)—the economic and trade development organization for the Puget Sound region—seeks a Managing Director for Regional Intelligence to support best-in-class economic development across the greater Seattle region. The Managing Director oversees the organization’s Regional Intelligence initiatives critical to advancing inclusive economic growth in Greater Seattle. The Regional Intelligence division supports the region’s national and international business attraction efforts, internal and external marketing, and inclusive economic development strategies with best-in-class research methodology and data analytics. The Managing Director serves as a thought leader and ensures GSP’s strategies are data driven with measurable outcomes that will improve the region’s economic competitiveness to drive and sustain regional economic prosperity for all.

DUTIES & RESPONSIBILITIES

Strategic Leadership:

- Oversee development and execution of GSP’s research, analysis and data strategy and activities to support GSP’s mission.
- Lead, coach, develop, and retain GSP’s high-performance Regional Intelligence team.
- Ensure GSP is a data-driven organization that innovates at the intersection of research and analysis, technological integration, and economic development.
- Publicly represent GSP as the organization’s research and data expert with the media and external constituency groups including community, governmental, and private organizations.
- Lead the GSP Regional Research & Analysis Core Council

Research & Analysis:

- Recommend, manage, and implement projects that bring new research and analytical capabilities to the Regional Intelligence division and the organization.
- Support business and investment attraction efforts by fulfilling essential research functions related to lead generation, site selection, business recruitment proposal development, market intelligence, and information gathering from public and private stakeholders.
- Lead on engagement with data sources, including property, business, and labor databases, CRM systems, GIS, and other resources to coordinate information necessary for RFI requests, demographic reports, labor market analyses, regional overviews, and other customized analyses.
- Collaborate with marketing and business attraction teams on collateral development, marketing presentations, digital tools and assembling of RFI responses.

- Oversee ongoing development of GSP's data infrastructure and repository. Track releases of new and existing public and private datasets, wrangles and processes data for storage and analysis.
- Create dashboards, interactive reports, and/or other data products to facilitate understanding of the regional economy and conditions for economic development.
- Manage GSP's site selection platform by developing and maintaining GSP's GIS assets, serving as site administrator, and by communicating ongoing feature development to software vendor.
- Produce and publish white papers, blog posts, and other content on economic data and insights including quarterly and annual reports for public and private sector stakeholders.

PREFERRED SKILLS

- *Economic Development:* Expertise in economic development strategies, methodology and execution.
- *Analytical:* Ability to apply theory, test hypothesis, and draw connections and conclusions from data. Understanding of statistics, economics, data analysis, and research methods highly preferred. Understanding of geospatial statistics/analysis a plus.
- *Technology Oriented:* Ability to quickly adopt new technologies and platforms, including research databases, data analysis packages/libraries, marketing software, and graphic design tools. Experience with relational databases, and the development of data infrastructure pipelines, processes, storage, etc. also desirable.
- *Communications:* Excellent written, verbal and electronic / digital communication skills. Able to succinctly articulate GSP's messaging and services to clients and regional partners to support their goals. Comfortable delivering public presentations to large groups.
- *Project Management:* Capable of effectively managing projects and teams to deliver best-in-class services and results for GSP and the region.
- *Adaptability:* Able to meet changing client and partner needs as well as a continuing evolving economic and business environment.
- *Collaborative & Team-Oriented:* Forward-thinking, collaborative style. Able to initiate and support cross-collaboration among divisions within GSP to support programs and projects. Build teams and work effectively with GSP staff and regional partners to meet client needs and the region's goals.
- *Reliability & Consistency:* Capable of delivering projects on-time and within budget that meet or exceed our client's or partner's needs. Able to approach issues with intentionality and deliberateness to ensure high-quality outcomes.
- *Innovative:* Able to instill a learning environment within the organization and its programs and projects. Approach projects through a lens of innovation and continuous improvement and establish assessment tools to measure project outcomes.

ABOUT GREATER SEATTLE PARTNERS

Greater Seattle Partners (GSP) is the regional economic and trade development organization for the Puget Sound region in Washington State serving Snohomish, King and Pierce counties. Working in partnership with the private sector, cities, counties, ports and economic development organizations, GSP will strengthen and unify the region's economic development efforts by:

- Building global identity to attraction new investment and advance trade.
- Growing our talent to strengthen regional competitiveness.
- Elevating regional economic development to achieve inclusive economic growth.
- Providing a new level of sophisticated research and data analysis

Founding leadership from the private and public sectors includes Boeing, Amazon, JPMorgan Chase, Microsoft, Starbucks, Expedia and Alaska Airlines, as well as county executives, mayors and port commissioners from the Greater Seattle region.

BENEFITS

Greater Seattle Partners (GSP) provides a comprehensive and competitive benefits package including but not restricted to:

- Medical/dental/vision coverage
- Vacation/sick/float leave
- Life Insurance
- Accidental death & dismemberment Insurance
- Long-term disability insurance
- Transit subsidies
- Flexible Spending Account
- Employer-matched 401(k) Contribution
- Tuition reimbursement
- Paid parental leave
- Wellspring EAP membership
- Personal accident insurance
- Generous holiday schedule and paid days off
- Greater Seattle Partners is an Equal Opportunity Employer

APPLICATION INFORMATION

Qualified candidates should respond by sending a cover letter and resume via email to info@greater-seattle.com. Application deadline is August 31, 2020.

NO PHONE CALLS PLEASE.