



## VICE PRESIDENT OF ECONOMIC DEVELOPMENT

Greater Seattle Partners (GSP)—the economic development organization for the Puget Sound region—seeks a Vice President to direct inclusive economic development across the greater Seattle region.

The Vice President of Economic Development oversees the organization’s business attraction and regional economic development initiatives and will work closely with global trade and investment and marketing members of the GSP team.

The Vice President of Economic Development serves as both a leader internally for the staff team and externally with regional partners championing the organization’s mission to drive and sustain regional economic prosperity for all. This position reports directly to GSP’s President & CEO.

### DUTIES & RESPONSIBILITIES

- Direct GSP’s economic development strategy and programs to drive inclusive regional growth.
- Oversee and manage a team that includes GSP’s business attraction and research functions.
- Direct domestic business attraction activities including lead generation, trade shows/sales missions’ management, lead GSP responses to qualified RFIs and RFPs, and site selection.
- Manage GSP economic development-related databases and ensure research is accessible to the entire GSP team including the CEO, marketing, global trade and investment.
- Work closely with the Vice President of Global Trade and Investment to support a process aligning Foreign Direct Investment and domestic business attraction efforts to GSP’s mission and goals.
- Work closely with the Vice President of Marketing and Communications to ensure alignment between marketing strategy and campaigns with business attraction and economic development goals.
- Lead GSP’s “Competitiveness Council” and “Economic Developers Forum” which is comprised of GSP investors, regional economic development leaders and industry experts.
- Serve as liaison to regional economic development partners.
- Work closely with CEO and the GSP team to develop and evaluate annual economic development workplan for GSP.

### PREFERRED SKILLS

- Economic Development: Demonstrated expertise in economic development strategies and methodology in a non-profit setting. Experience with inclusive economic development strategies preferred.
- Equity: Share the organization’s commitment to advancing equity and inclusive economic development. Demonstrated commitment to diversity and experience working with individuals from different cultural, ethnic, and geographic backgrounds.

- Collaborative & Team-Oriented: Forward-thinking, collaborative, and flexible, with ability and willingness to support, lead, and implement programs as part of a lean, high-functioning, supportive, and entrepreneurial team. 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.
- Communications: Excellent written, verbal and electronic / digital communication skills, used in situations requiring political acumen, conflict management, and an awareness of cultural differences; demonstrated experience and ability to communicate effectively, including empathetic listening, presentations and public speaking. 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 & Contract Management: Capable of effectively managing multiple contracts, projects and teams to deliver results. Demonstrated organizational skills sufficient to prioritize, form strategic plans, and execute programs from inception to operation. Experience working with Customer Relationship Management (CRM) tools preferred.
- Adaptability: Able to meet changing client and partner needs as well as a continuing evolving economic and business environment.
- 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.

## **BENEFITS**

GSP provides a comprehensive and competitive benefits package including:

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

## **APPLICATION INFORMATION**

Committed to attracting and retaining a diverse staff, GSP will honor your experiences, perspectives, and unique identity. Our organization strives to create and maintain working and learning environments that are inclusive, equitable, and welcoming.

All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, gender expression, national origin, age, protected veteran or disabled status, or genetic information.

Qualified candidates should respond by sending a cover letter and resume via email to [info@greater-seattle.com](mailto:info@greater-seattle.com). Application materials are being reviewed as received and position will remain open until filled.

#### **ABOUT GREATER SEATTLE PARTNERS**

Greater Seattle Partners (GSP) is a 501(c)(3) tax exempt organization and serves as 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 some of the world's most recognized companies, as well as county executives, mayors, and port commissioners from the Greater Seattle region.