

Join Our Team!



MANAGER OF BUSINESS DEVELOPMENT

Are you in search of an exhilarating career dedicated to the advancement and nurturing of local businesses and entrepreneurs? All the while, you'll have the opportunity to contribute to our community. The Itasca Economic Development Corporation has the perfect job for you, featuring exceptional flexibility, attractive benefits, and a welcoming work environment.

Business Consultant

This position will report to the IEDC President. This position will dedicate 25% of their time to direct client work through small business consulting. The other 75% will be focused on business retention and expansion, business attraction, site development, engagement and outreach, energy transition and other areas of opportunity.

Qualifications

- B.A. or B.S. degree in business, economics, or related field. OR comparable experience.
- Minimum of 3 years of relevant business/economic development experience.
- A comprehensive understanding of economic development in rural MN with existing experience and partnerships.
- Experience in business management, and or financial business analysis.
- To have completed the Basic Economic Development Course
- Meet the ASBDC/MN SBDC Core Competencies (within 1-2 years of hire)
- Excellent communication skills, strong analytical ability.

Job Duties

- Work with leaders and communities to identify and develop sites for growth and expansion.
- Conduct Business Retention & Expansion Visits.
- Work closely with our efforts around energy transition, leading project identification and execution.
- Provide direct client consulting assistance.
- Preliminary screening and evaluation of new ventures and business expansion plans.
- Prepare comprehensive business loan packaging, financial analysis and marketing plans.
- Maintain required client reporting in designated database system.
- Work with IEDC staff to develop business development strategies for Itasca County.
- Outreach into rural Itasca County, meeting with owners of local businesses.
- Other responsibilities as assigned by management.

Employee Benefits:



\$65K – \$75K Based on Exp.



Competitive Benefits Package



Great Working Environment

Send your cover letter and resume to Kayla Swanson at kswanson@itascadv.org by Thursday, December 14th, 2023.