

[Print Job](#)[Return to Job Detail](#)**Vice President for Business Retention & Expansion**WorkSource Job Number: **WS453901901**Listed By: **WORKFORCE CENTRAL on Feb 3, 2016**Last Modified on: **Feb 5, 2016**Closes on: **Mar 7, 2016****Description****WANTED - VICE PRESIDENT FOR BUSINESS RETENTION & EXPANSION****COMPANY DESCRIPTION:**

The Economic Development Board for Tacoma-Pierce County recruits and retains primary businesses in the South Sound. Over the past ten years the EDB has worked with companies that have invested more than one billion dollars in Pierce County and created more than 14,000 jobs.

The EDB has an exciting opportunity for an experienced **Vice President for Business Retention & Expansion (BRE)** to join their team!

POSITION DESCRIPTION:

The **Vice President for Business Retention & Expansion** reports directly to the EDB President and CEO and will have an impact by assisting businesses remain and expand in our region.

ESSENTIAL FUNCTIONS:**Business Retention and Expansion (70%)**

- * Meet individually with a minimum of 200 Tacoma-Pierce County primary businesses annually
- * Manage delivery of technical and financing assistance to retain and expand existing primary businesses
- * Work with local jurisdictions, workforce groups and business groups to find solutions to challenges faced by the EDB's business clients
- * Develop and implement retention strategies jurisdiction by jurisdiction as necessary
- * Respond to immediate concerns of retention targets as they are determined and refer to appropriate public agencies and/or business groups as necessary
- * Create an annual major employer list
- * Capture data gathered from retention interviews in Salesforce database and identify systemic constraints that should be addressed (e.g., permitting, infrastructure, workforce training)
- * Other duties as assigned

Cluster Acceleration (10%)

- * Assist with Cluster Accelerations Team(s) as assigned by CEO

WEDA Coordination (10%)

- * Coordinate EDB's work with state trade association (WEDA)

Industrial Revenue Bond Financing (5%)

- * Provide back-up staffing for Economic Development Corporation of Pierce County (EDCPC)

Continuing Education (5%)

- * Participate in conferences and other educational opportunities as appropriate
- * Stay current with economic development trends and innovations at the local, national and global levels

JOB REQUIREMENTS:

Your resume must reflect the following qualifications to be considered for this position:

- * Bachelor's degree or equivalent professional experience
- * Two (2) years experience in a position of similar or relatable responsibility

- * Two (2) years experience that includes working with private business leaders, elected officials and public sector staff
- * Experience collaborating with team members and coordinating with external organizations
- * Experience working independently

PREFERRED QUALIFICATIONS:

- * Experience performing the duties outlined in the job description
- * Public or private professional writing experience (letters, reports, etc.)
- * Public speaking experience
- * Experience delivering technical and financial assistance to businesses
- * Experience working with databases (imputing and retrieving information)

NOTE: Employer conducts pre-employment criminal history background and reference checks

SALARY / WAGE / BENEFITS:

\$70,000.00 - \$85, 000.00/yr, DOE/DOQ + bonus + excellent benefits package

CLOSING DATE / DEADLINE:

Position is open until 5:00p.m. Monday, March 7, 2016

Priority screening will be given to candidates who apply by the deadline date

TO APPLY:

To apply for this position please submit your resume to the *email address below under "How to Apply."*

Job Location(s)

Location:	City:	State:	Zip Code:	Number of Openings:
Pierce	TACOMA	WA	98401	1
Seattle	SEATTLE	WA	98121	1
Thurston	OLYMPIA	WA	98504	1

Other Information

Minimum Pay: \$70,000.00

Maximum Pay: \$85,000.00

Pay Unit: Year

Duration: Full Time, Over 150 Days

Minimum hours per week: 40

Experience Required: 24 Months **Entry Level:**
No

This job has been viewed **274** time(s).

How To Apply

If you prefer not to apply online, you may send your résumé to the employer using the information shown below. Be sure to include the Employer Job Number and your contact information.

Employer Job Number: EDBVPBRE020316

WORKFORCE CENTRAL

Contact Name: Julie Sandstede

Email: jsrecruiter@workforce-central.org

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