

Nevada Governor's Office of Economic Development



Business Development Manager

Location: Las Vegas, NV

Job Description:

The Nevada Governor's Office of Economic Development ("GOED") seeks an experienced manager for our Business Development team in Las Vegas. The Business Development Manager will maintain a leadership role that advances the agency's recruiting, retention and economic development growth initiatives in Southern Nevada.

Representative Duties and Skills:

The following duties and skills are typical for this classification. Incumbents may not perform all of the listed duties and/or may be required to perform additional or different duties from those set forth below to address business needs and changing business practices.

Duties Will Include:

- Lead recruiting efforts with individual companies looking to expand or move to the state
- Research and propose improvements to business development strategies and process
- Maintain GOED recruiting pipeline
- Develop presentations to businesses and to, and for, partners

Essential Skills:

- Communicate well, both verbally and in writing
- Develop strong relationships with partners
- Develop a strong understanding of all available incentive programs
- Know and understand what other state's offer
- Understand balance sheets and income statements, and know what is financially required for each project

Education and Training:

- Graduation from four-year college/university business program or equivalent education, and five years of progressively responsible business and/or economic development experience.

Salary and Benefits:

\$70,000-\$80,000 annually (based on experience)

This is a full time/non-classified/exempt position. The State of Nevada offers an excellent benefit package that includes a retirement system, paid health, vision, dental, life and disability insurance; 11 paid holidays; and paid sick and annual leave. Other employee benefits such as a deferred compensation plan are available.

Please note: The salary reflects retirement (PERS) contribution by both the employee and the employer; an employer contribution plan is also available at a reduced gross salary.

Supervisor:

Director of Business

Location:

This position will be based in Las Vegas, NV

Position Start Date:

August 1, 2015 (Estimated Start Date)

To Apply:

Please forward resumes to the Nevada Governor's Office of Economic Development
Attn: Michelle Schierholt, 808 West Nye Lane, Carson City, NV 89703
Or via e-mail at mschierholt@diversifynevada.com

Application Deadline:

Resumes will be accepted until the recruitment needs are satisfied.