

Industrial Development Manager

Vacant

Business Development

September 2016



Basic Purpose:

Serves as the lead position for industrial development activities to further the interests of the Wyoming Business Council and the economic strategy of Wyoming. Responsible for coordinating large-scale projects, industrial park planning and marketing and project development activities. In coordination with other staff, provide business consultation and information for industrial development in Wyoming (i.e. attraction, retention and expansion). Evaluate Wyoming industrial development opportunities and marketplace forces to guide policy recommendations. Liaise with various groups to further the economic and business interest of Wyoming such as economic developers, site selection consultants, industry associations, utility providers, realtors, developers, investors, city/county planning and building officials and state/federal government agencies.

Essential Duties:

- Serve as lead on large-scale industrial development planning and project development activities as determined by the organization.
- Work with regional directors to provide business consultation and information for industrial development in Wyoming and to assess the infrastructure and utility needs of prospective businesses to qualify prospects. Identify and act on attraction, retention and expansion needs.
- Work within strategic documents, frameworks and studies for industrial and infrastructure development. Evaluate Wyoming industrial development opportunities and marketplace forces to guide policy recommendations.
- Coordinate Certified Site Program.
- Liaise with various groups to further the economic and business interest of Wyoming such as economic developers, site selection consultants, industry associations, utility providers, realtors, developers, investors, city/county planning and building officials and state/federal government agencies.
- Coordinate and support initiatives and projects to further the interests of the Wyoming Business Council and the economic strategy of Wyoming.
- Reports to Business Development Director.

Position Requirements:

- Any combination of education and experience equivalent to a bachelor's degree plus at least 10 years' industrial or general development experience.
- Strong knowledge of real estate development, manufacturing and other advanced industries, regional resources (infrastructure, utilities, labor, natural resources, ancillary services, etc.) required.
- International business development experience helpful.
- Must have high energy and motivated to advance the economic strategy of Wyoming.
- Exceptional communication, analytical, leadership and problem solving skills.
- Flexibility and collaboration required.