



Franklin Southampton Economic Development, Inc. (FSEDI), is a non-profit, private-public partnership dedicated to improve the overall economic vitality of the community. It was organized in 2005 and is funded by both city and county government and the private sector.

The Business Development Manager will report to the President of Franklin Southampton Economic Development, Inc. This position is responsible for generating new business investment and job creation into the Franklin Southampton area. The prospective candidate must be able to lead and partner with the Franklin Southampton Economic Development staff and local, regional and state partners in the business of lead generation and business prospect development.

**Responsibilities:**

Develop business lead generation activities for the Franklin Business Center and the Franklin/Southampton area.

Assist with the recruitment of industrial prospects to the Franklin/Southampton area.

Work with a professional network of location specialists including site selection consultants, real estate developers, utility companies, Virginia Economic Development Partnership and Virginia's Hampton Roads Alliance to market the Franklin/ Southampton area in coordination with the President & CEO.

Participate in marketing trips to prospective companies and site consultants.

Perform background research on perspective business clients.

Participate in entrepreneurial networks and organizations in Hampton Roads and Virginia.

Respond to business inquires, ensuring timeliness, effectiveness and accuracy of information provided.

Assist with expansion and re-development projects and respond to issues and concerns.

Administer the area's Enterprise Zone, tourism marketing and other grant/loan programs related to economic development.

Participate in local and regional tourism efforts as appropriate.

Act on behalf of the President & CEO in his or her absence regarding economic development projects.

Participate in marketing in coordination with other staff members.

Other duties as assigned.



Experience Requirements:

At least 3 years of successful marketing experience, preferably in economic development.

Solid leadership skills and the ability to organize, influence and work cooperatively with business, community and government leaders.

A solid understanding of factors affecting business location decisions, including site development, workforce development, incentives, permits and regulations.

Able to work in a fast-paced, flexible and competitive environment.

Strong oral and written communication skills required.

Computer software skills, Microsoft applications.

Education Requirements:

Bachelor's Degree from an accredited four-year college.

Master's Degree in a related area such as economics, planning, business or public administration is preferred.

Salary range \$40k-\$50k, 100% paid individual health insurance benefits, 401(k) with up to 3% employer match.

Please send a resume and three professional references to Karl Heck at

[info@franklinsouthamptonva.com](mailto:info@franklinsouthamptonva.com)

Franklin Southampton Economic Development, Inc. is an equal opportunity employer.