



GEORGIA DEPARTMENT OF ECONOMIC DEVELOPMENT

STATEWIDE PROJECT MANAGER, INDUSTRIAL

Overview. The Georgia Department of Economic Development has initiated a talent search for a Statewide Project Manager, Industrial to be a part of the organization's Global Commerce Division. The Chason Group has been retained to assist the GDEcD with the search. Specific duties include: learning and explaining the state's incentive programs, pro-business climate, community partnerships, and workforce; representing Georgia as the lead point of contact for companies considering locations in the state; calling on community leaders to build meaningful relationships; attending trade shows, conferences, and networking events to generate leads by developing relationships with site selection consultants; participating in business development trips; and forming relationships with decision makers of companies identified as likely to seek a new location in the future.



Site Selection magazine ranked Georgia "No. 1 for Business" eight years running (2013-20). That's based on an analysis of announced projects, the state's tax climate and a thorough survey of site selection professionals.

Area Development magazine also named Georgia No. 1 for business – for seven straight years (2014-20). And for each of those seven years, the magazine also ranked Georgia No. 1 for Cooperative & Responsive State Government.

Georgia Department of Economic Development Statewide Project Manager, Industrial



Check-Mate, Thomas County, Georgia.

About the Georgia Department of Economic Development. The Georgia Department of Economic Development (GDEcD) is the state's sales and marketing arm. The agency is responsible for attracting new business investment, encouraging the expansion of existing industry and small businesses, aligning workforce education and training with in-demand jobs, and locating new markets for Georgia products. GDEcD is also accountable for attracting tourists to Georgia, promoting the state as a destination for arts and location for film, music, and digital entertainment projects, as well as planning and mobilizing state resources for economic development.

The State of Georgia. 440 of the Fortune 500 companies call Georgia home, and 18 have located their headquarters in the state. Georgia is well-known for both its favorable business conditions and the many ways in which Georgia works to help companies grow. This caliber of support for business applies to companies of all proportions. Georgia's workforce of 5.1 million people offers a range of skills and diversity.

Business in Georgia begins with fiscal responsibility. In January 2019, Georgia lowered the corporate tax rate to 5.75%. Before then, it was 6% - for half a century. Georgia also has single factor apportionment, with in-state sales being the only factor determining your state income tax liability. The state is one of nine with the highest credit marks. For 21 consecutive years, Georgia has maintained the highest bond ratings from each of the Big Three – Moody's, Fitch and Standard & Poor's.

The Position. The Project Manager will be responsible for identifying the needs of interested businesses in terms of location, space, investment, and supply chain. In partnership with local communities, the team member



Constellium, Bartow County, Georgia.



Georgia Department of Economic Development
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Proctor & Gamble, Dougherty County, Georgia.

will establish a clear understanding of available sites and buildings across the state and coordinate itineraries for visits to the sites by corporate decision-makers. The Project Manager will serve as the key point of contact from the first communication to the day doors open for the facility.

The ideal candidate must thrive in a fast-paced, team environment and be highly organized. The professional must also use good judgment and have the ability to understand the big picture of economic development; anticipate next steps; and manage multiple tasks and priorities simultaneously. The individual must have the ability to adapt to change quickly.

Office Location. The full-time Project Manager will be based in the GDEcD's offices located in Midtown Atlanta.

Key Attributes. GDEcD's leadership is seeking a professional who is self-motivated and able to thrive in a fast paced, team environment; possesses excellent community and customer service skills; and has the ability to establish meaningful relationships with government and business leaders. Candidates must work well with others or independently when necessary and possess the ability to adapt to change quickly. Also, the Project Manager must be comfortable with making new contacts through virtual and in-person meetings. Organization and time management are also key attributes required of the individual. Scheduling various meetings with corporate leaders and local contacts is extremely important to the overall success of the position.

Qualifications. Candidates for the position must hold a bachelor's degree in international affairs, economics, real estate, marketing, economic development or a closely related field and relevant professional level experience in economic development, business recruitment, or sales. Two years of professional experience in a related field will serve candidates well, particularly a sales field. Also, candidates must have a valid driver's license, be willing to travel the state of Georgia extensively as needed. The ability to deal with confidential information will be a critical part of the position. Possessing a high level of ethical standard at all times is another key component required of the Project Manager.

How To Apply. The Chason Group is leading the talent search for the Statewide Project Manager, Industrial for the GDEcD. A cover letter and resume may be uploaded at www.thechasongroup.com. The position will remain open until filled. For more information on the state of Georgia, visit www.georgia.org. For more information on the position, please contact Tim Chason at 404.735.0540 or Randy Cardoza at 404.661.9438.