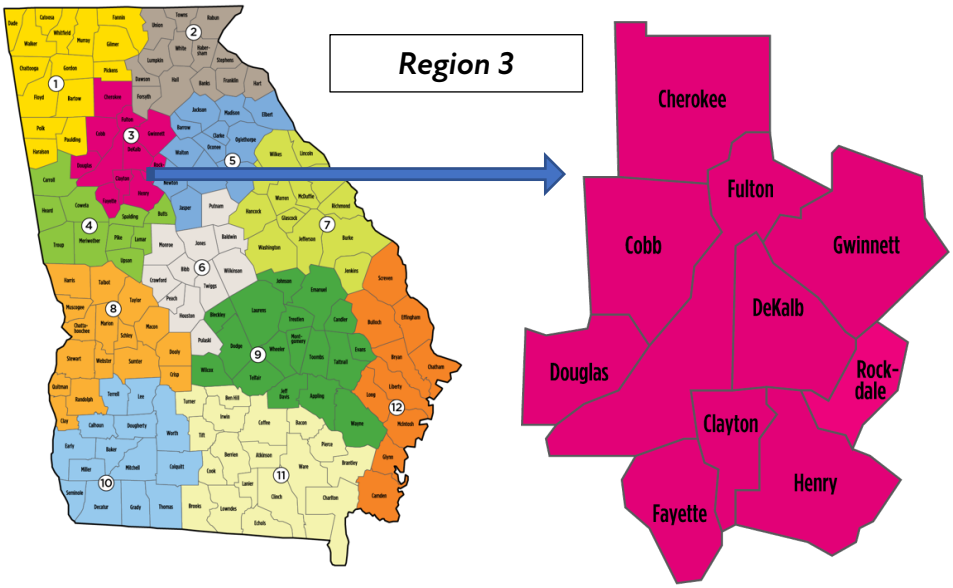
Position Announcement

GEORGIA DEPARTMENT OF ECONOMIC DEVELOPMENT

SENIOR PROJECT MANAGER,
EXISTING INDUSTRY & REGIONAL RECRUITMENT
REGION 3

Overview. The Georgia Department of Economic Development, the state's lead marketing arm for new and expanding investments, is seeking candidates for a Senior Project Manager, Existing Industry and Recruitment to serve 10 counties in Region 3. The fulltime professional will be responsible for business development efforts targeting existing companies and prospective businesses in the region. The successful candidate's primary goal will be to assist existing Georgia companies with facility and workforce expansions in partnership with state, local, and other economic development organizations. The Chason Group has been retained by the department to lead the talent search.



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Georgia Department of Economic Development
Senior Project Manager, Existing & Regional Recruitment - Region 3

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.

About the Global Commerce Division. The mission of GDEcD's Global Commerce division is to market the state for business recruitment, existing business expansion, and small business development. The Regional Program is part of the Global Commerce structure and consists of 12 geographically delineated service delivery regions, maintaining one Project Manager in each region. The Senior Project Manager, Existing Industry and Regional Recruitment (EIRR) is responsible for business development efforts in the region.

The Region. Georgia's Region 3 includes Cherokee, Clayton, Cobb, DeKalb, Douglas, Fayette, Fulton, Gwinnett, Henry, and Rockdale counties.

The Position. The successful candidate's primary duty is to assist both existing Georgia companies considering expansion and prospective companies considering a future location in Region 2. Working in close partnership with state, local and other officials, the primary goal is the advancement of job creation and investment. The successful candidate will spend most days traveling within the region, meeting with business and community leaders, building important working relationships with stakeholders.

Office Location. The full-time Senior Project Manager will need a home-based office. There will be extensive regional travel and some state travel required. Reimbursement is provided for business related travel expenses.

Bio Lab, Rockdale County.

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Key Roles and Specific Duties. The Senior Project Manager will be trained by GDEcD leaders on Georgia's incentive program, pro-business climate, community partnerships, and workforce. The individual will also represent Georgia as the lead point of contact for companies considering expansion or new locations in the region; calling on community leaders to build value-added relationships; attending trade shows, conferences, and networking events to generate leads by developing strategic relationships with community, state, and consultant partners; forming and maintaining relationships with executive-level decision makers of existing and prospective companies; serving as the state's first point of contact for communities, in regard to economic development efforts.

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 Senior Project Manager must be comfortable with making new contacts through virtual and in-person meeting. Organization and time management are also key attributes required of the individual. Scheduling various meetings with existing companies 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 Economic Development, Marketing, International Affairs, Economics, Real Estate, or similar field and three (3) years of professional experience in related field. Previous experience in the sales field is also beneficial. The Senior Project Manager will be required to live within the region (preferable) or within 10 miles of the region. Also, candidates must have a valid driver's license, be willing to travel extensively (3 days per week average) within the region and out of the region as needed.

How To Apply. The Chason Group is leading the talent search for the Senior Project Manager, Existing Industry and Regional Recruitment – Region 3 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.

Southern Crescent Groundbreaking, Henry County.

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