**Job Title**
Director of Business Development, Stark & Summit Counties

**Classification**
Exempt

**Reports to**
Senior Vice President – Industry and Innovation

**Date**
February 2020

**JOB DESCRIPTION**

**Summary/Objective**
In 2017, leaders from Stark County’s public sector, private sector, and the philanthropic community created Strengthening Stark, a countywide economic development plan that leveraged resources from their entire community, including the capabilities and insights of Team NEO. Today, the Stark Economic Development Board reports that compared to the years preceding this effort, the number of jobs created in Stark County tripled and twice as many companies are leveraging the collective resources available regionally and statewide through JobsOhio. Last year a similar effort, Elevate Greater Akron, launched in Summit County and is on track to produce positive results.

Team NEO, JobsOhio and other key regional stakeholders have identified the embedded business development model (i.e., sharing a resource between Team NEO, Greater Akron Chamber and Start Economic Development Board) as an important investment with a high ROI. Going forward, Team NEO intends to develop the level of collaboration and impact to an even higher degree to generate more and deeper economic development outcomes. Primary components of the work include:

- Serve as conduit and primary connector between Team NEO/JobsOhio and Akron-Canton Market
- Socialize Team NEO/JobsOhio initiatives to local markets
- Provide economic development best practice consultation
- Coordinate research needs and provide BRE preparation support
- Encourage leverage of Team NEO resources
- Provide Salesforce assistance
• Attend or participate in Elevate Greater Akron and Stark Economic Development Board regular meetings or calls.
• Develop relationships with organizations within the local economic development ecosystem, local governments and multipliers.

The Director of Business Development – Stark & Summit Counties has 5-10 years of related business or economic development experience working with companies. This highly visible position in these two communities is comfortable working with corporate CEOs and other business decision makers, as well as engaging with local economic development leaders, higher education, elected officials and other stakeholders. The director is a self-starter and conducts business outreach calling on targeted companies and executes the supporting tactics for a superior customer experience for companies. Because of Northeast Ohio’s many organizations involved in business outreach and cluster activities, the director must be adept at collaborating with and leveraging these disparate resources.

Key Responsibilities

• Execute against the Industry Target List and Sales Playbook to generate high-value company interactions
• Collaborate with partners in executing a business development program that places an emphasis on strategic, outcomes-focused meetings with targeted companies in the region.
• Coordinate local partners (GAC, SEDB) with Team NEO, JobsOhio, and other resources in business visit preparation, execution and follow-up
• Develop a high awareness to regional and statewide assets, talent, tools and resources that support business growth in Northeast Ohio, then leverage those resources in the work
• Identify and share aggregated insights and trends from the business development calling activities
• Leverage the Smart Manufacturing and Additive Manufacturing Roadmaps and tools to maximize market’s emerging technology knowledge, adoption and integration.
• Work with regional partners (e.g., MAGNET, JumpStart, Bio Enterprise, universities, incubators, accelerators) on industry strategies and joint programs to spur company growth
• Maintain all customer and partner communications, activities, leads and projects within the Salesforce.com CRM tool
• Represent Team NEO among local business development teams, external meetings and networking functions as requested.
• Participate in status meetings with Team NEO staff and partners as required

Knowledge, Skills, and Abilities

• Possess a strong functional knowledge of business and manufacturing and a passion for growing Northeast Ohio’s competitiveness
• Ability to inject economic development value into every business development visit and activity
• 5-10 years of related experience. Bachelor's degree in business, engineering, or science preferred. Master's degree is a plus.
• Able to operate independently but engage teams as needed in the work
• Understanding of the best practices for high performance business development
• Both strategic and tactical in delivering work product
• Resourceful and performance driven in nature

Additional Eligibility Qualifications
• Strategic and creative thinker
• Able to sell vision and ideas; Client service focused
• Excellent verbal and written communication skills
• Ability to prioritize and multi-task
• Self-motivated and strives for continuous improvement in all aspects
• Collaborative and team oriented
• Passionate about personal and professional development
• Functions well in a continually evolving, sometimes ambiguous environment
• Highly developed skills in Microsoft Office Suite and other personal computing tools
• Working knowledge of CRM system; Salesforce preferred

Physical Demands
While performing the duties of this job, the employee is regularly required to talk or hear. The employee frequently is required to stand; walk; use hands to finger, handle or feel; and reach with hands and arms.

Travel
Frequent in-region travel with minimal out-of-region travel beyond the region will be required. Having access to a vehicle is required. Valid U.S. Passport and State of Ohio Driver License

EEO Statement
Team NEO is firmly committed to prohibiting discrimination on the basis of race, color, sex, age, religion, ancestry, national origin, citizenship, disability, military status, sexual orientation, or genetic information throughout the employment process, from selection through termination. Team NEO expects all employees, vendors, and associates to support the nondiscriminatory policies of Team NEO.
Other Duties
Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities and activities may change at any time with or without notice.

Contact
Interested candidates should send an electronic expression of interest and a resume to:

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Resumes accepted through March 20, 2020