



Tampa Hillsborough
Economic Development Corporation

The bright place to be.

Job Posting – Business Recruitment Manager

The Tampa Hillsborough EDC is officially recognized by Enterprise Florida as Hillsborough County's primary business recruitment and retention economic development team in partnership with Hillsborough County and the cities of Tampa, Plant City, Temple Terrace and private Investors. Its primary mission is to create jobs that pay above average wages and to broaden the tax base by generating new, sustainable capital investment.

We are looking for an outgoing, self-motivated and experienced professional to join our team as a **Business Recruitment Manager** to recruit companies to Hillsborough County and the cities of Tampa, Plant City and Temple Terrace. This person will be responsible for promoting the community to corporate CEOs, real estate consultants, real estate vice presidents, site selection consultants and other industry professionals through sales missions, trade shows, phone calls and face-to-face meetings.

Responsibilities

- Develop a sales and marketing plan to generate multiple leads and prospects to create new economic base
- Implement sales and marketing plan
- Design and participate in sales missions, calls, and appointments
- Continually update Executive Vice President on performance metrics and maintain accurate and up-to-date accounts
- Manage projects for site selection
- Organize site visits that close deals and create local jobs
- Partner with EDC stakeholders to accomplish sales and marketing goals
- Ability to collaborate and work in a team environment to accomplish goals

Education, Experience, and Qualifications

- Bachelors degree in business, marketing, or economics preferred
- Minimum of four years professional experience with a proven track record of success in economic development or private sector experience in industries
- Knowledge of financing concepts and government programs
- High degree of competence with all Microsoft Office applications
- Overnight and weekend travel required

**Competitive salary is commensurate with experience &
a comprehensive benefits package is offered after 90 days.**

***If you are qualified & interested in this position,
please send your resume to: HR@TampaEDC.com***