

Industry Engagement Manager

We are seeking a dynamic and results-driven Industry Engagement Manager (Established Business/Industry) to lead our Industry Engage program. This role is pivotal in supporting established businesses within the county by addressing their challenges, acting as a liaison to government entities, and providing insights into available resources and incentives to foster growth and expansion opportunities.

Outreach and Relationship Building

- Develop and maintain strong relationships with established businesses and industry leaders.
- Conduct regular outreach to companies within the county to understand their needs and challenges.

Resource and Incentive Guidance

- Educate companies on available resources, incentives, and programs designed to support business growth and expansion.
- Assist businesses in navigating government regulations and processes to access funding and support.

Problem Solving and Advocacy

- Identify common challenges faced by businesses and advocate for solutions with local government and relevant stakeholders
- Facilitate communication between businesses and government agencies to streamline processes and improve service delivery.

Data Collection and Reporting

- Gather and analyze data on local business needs, trends, and challenges to inform program development and policy recommendations
- Prepare reports and presentations for stakeholders to highlight the impact of the Industry Engage program.

Project Development and Manager

- Collaborate with Project Managers on economic development initiatives, providing technical and professional support.
- Organize workshops, seminars, and networking events to foster community engagement and collaboration among businesses.

Other Non-Core Responsibilities

- Perform other duties as assigned.
- Provide technical and professional advice.

Essential Skills and Experience

- Bachelor's degree in Business Administration, Economic Development, Public Policy, or a related field (Master's degree preferred).
- More than two years of relevant experience, or an equivalent combination of education and experience.
- Proven experience in business development, economic development, or industry management.

- Strong understanding of local, state, and federal resources and incentives for businesses.
- Excellent analytical and problem-solving abilities.
- Outstanding communication, negotiation, and interpersonal skills, with the ability to interact with executives, industry officials, contractors, developers, employees, and the general public.
- Highly self-motivated, with strong organizational skills and the ability to prioritize tasks efficiently, meet deadlines, and maintain attention to detail.
- Ability to multi-task and manage interruptions while maintaining quality and accuracy of work.
- Demonstrated ability to work both independently and collaboratively in a team-oriented environment.
- Strong ethical standards with the ability to handle confidential and financial information appropriately.
- Valid South Carolina driver’s license and a vehicle to conduct business.
- Ability to work some outdoor events and handle occasional physical requirements such as visual acuity and speaking/hearing abilities.
- Regular attendance and punctuality.

To Apply

Please email your resume to [Tavia Gaddy](mailto:Tavia.Gaddy@gadc.com) no later than January 31st, 2024

About GADC

The Greenville Area Development Corporation is a non-profit organization established by Greenville County Council to promote and enhance the economic growth and development of Greenville County. Since its founding in 2001, GADC efforts have resulted in the creation of over 37,000 new jobs, nearly \$7.7 billion in capital investment, and a cumulative economic impact of over \$55 billion in Greenville County, SC — including an economic impact of more than \$6 billion annually. *To learn more, please visit www.goGADC.com.*