



Director, Industrial Business Development & Strategy

New Orleans Business Alliance (the Business Alliance) is crafting a new type of economic development team in one of America's favorite cities. The Business Alliance is a public-private partnership between the City of New Orleans and the city's leading businesses. That means you'll work with all sides of the table, as we build an equitable and sustainable economic future in New Orleans.

An Exciting New Opportunity

New Orleans Business Alliance is looking to hire a **Director, Industrial Business Development & Strategy**. This person will create and execute a strategy to grow jobs and investment in the New Orleans industrial economy. New Orleans is known for our culture, food and hospitality; but we're also the Gulf Coast's industrial hub. With one of the nation's busiest ports, the headquarters of a Fortune 500 utility, a NASA manufacturing facility and a 300-year legacy of industrial innovation, New Orleans is poised to create the next generation of employment opportunities in this vital economic sector.

NOLABA collaborates with and convenes high-profile corporate, non-profit, governmental and higher education partners on a regular basis. This Director will produce results for New Orleans companies and residents by working with partners, crafting a plan to showcase our assets, selling the city's possibilities.

We're looking for exceptional candidates who are passionate and understand how instrumental economic development is to the quality of life for New Orleans residents. We problem-solve every day. We work hard to change narratives and realities. We have a lot of fun. And we'd like you to be part of this important work and amazing team!

New Orleans is the anchor of Louisiana and the Gulf Coast's economy. As one of the nation's largest ports and with a growing technology industry, we are working to continue to build an inclusive and diverse economy that's so much more than Bourbon Street.



Director, Industrial Business Development & Strategy

Under the direction of the Vice President, Industry and Attraction, the **Director, Industrial Business Development & Strategy** leads industrial business development activities including corporate attraction, corporate retention/expansion, and ecosystem development. Key Performance Indicators of this position include business development leads, new job growth, jobs retained and successful business expansion projects.

Fundamental Duties:

- Lead strategy and execution for business development activities aimed at increasing employment opportunities in the industrial sector
- Work to solve business retention challenges
- Lead ecosystem development efforts and events to showcase the organization as a key partner in the New Orleans industrial economy
- Present the organization's priorities and efforts to community and industry groups
- Strategize, convene and coordinate business and industry groups and boards
- Support efforts to attract and retain New Orleans and NOLABA investors
- Develop new tools to showcase impact of industry and NOLABA in the business community

Qualifications and Requirements:

- Bachelor's degree (B.A.) from four-year college or university or relevant work experience required
- Master's degree in related field preferred
- 5 to 7 years' experience in business strategy, sales, or industrial operations
- Strong consideration will also be given to those with past economic development experience
- Excellent communication skills (both verbal and written)
- Intellectually curious with ability to bridge gap between the esoteric and practical, strategic and tactical
- Self-starter who can take initiative and drive results
- Cooperative team player; able to work in a fast-paced environment
- Solid understanding of performance-based measurements and outcomes
- Proven leadership and motivational skills
- Commitment to the power of equitable economic growth



Attributes:

- Interpersonal skills
- Communication skills (written and oral)
- Presentation skills
- Ability to adapt and thrive in an entrepreneurial environment
- High ethical standards and commitment to fairness and equity

Physical and Mental Demands:

- While performing the duties of this job, the individual is regularly required to speak and hear
- Specific vision abilities required by this job include close vision and the ability to adjust focus
- Read and interpret data (emails, memos, letters)
- Ability to maintain visual attention and mental concentration for significant periods of time
- Ability to analyze and interpret data
- Ability to effectively communicate with superiors, peers and subordinates

Working Conditions:

- While performing the duties of this job, the individual is occasionally required to travel within the New Orleans area, and occasionally regionally and nationally.
- This is a full-time position and hours of work and days are Monday through Friday 8:30am to 5:30pm. Occasional evening and weekend work may be required as job duties demand.

Notice:

- Applicants must be currently authorized to work in the United States for any employer.
- Salary Commensurate with Experience. Exceptional Benefits Package

Application Process:

- To apply for this position, send the following documents via email to Careers@nolaba.org:
 - Resume
 - Cover Letter
- In your email, please note "NOLABA Director Industrial BD" in the subject line.



New Orleans Business is an Equal Opportunity Employer

New Orleans Business Alliance provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, gender, sexual orientation, national origin, age, disability, genetic information, marital status, amnesty, or status as a covered veteran in accordance with applicable federal, state and local laws. The Business Alliance complies with applicable state and local laws governing non-discrimination in employment in every location in which the organization has facilities. This policy applies to all terms and conditions of employment, including, but not limited to, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training.

New Orleans Business Alliance expressly prohibits any form of unlawful employee harassment based on race, color, religion, gender, sexual orientation, national origin, age, genetic information, disability, or veteran status. Improper interference with the ability of NOLABA employees to perform their expected job duties is absolutely not tolerated.

All Business Alliance employees are subject to the Organization's Public Records Policies and Procedures.

Location:

New Orleans Business Alliance
1250 Poydras Street, Suite 2150
New Orleans, LA 70113