At Express, our Specialized Recruiting Group is in search of a dynamic **Business Development Director** for the new Aspire EconomicA close up of a logo

Description automatically generated Development + Chamber Alliance organization. This new merger between the Johnson County Development Corporation (JCDC) and the Greater Greenwood Chamber of Commerce created an exciting new position that will make an impact in the community by helping Johnson County be a great destination to live, work and play.

This is a highly visible position that will collaborate with the Vice President to deliver strong customer service and management of business attraction and expansion project leads. This person will plan and execute regular business retention visits designed to connect local business to resources, foster good stakeholder relations, and inform economic development plans. This person will also successfully foster opportunity through community development and serve as an important liaison with companies, communities and other partner organizations.

**Primary Responsibilities:**

* Collaborate on business attraction and expansion activity.
* Respond to all project leads and requests for information.
* Planning and preparation for site/company visits.
* Conduct regular, on-site business retention visits and follow up calls with existing companies.
* Collaborate internally with team to proactively identify existing business issues/opportunities.
* Maintain the organization’s sites and buildings database.
* Assist in implementing economic development strategies as part of the strategic plan.
* Assist in identifying and measuring metrics of success.
* Maintain relationships with local and regional brokers, developers, and resource partners.
* Participate in marketing opportunities throughout region to promote the county.
* Assist in planning content and attend all Economic Development Advisory Council meetings.

**Pay/Benefits:**

* This position pays a salary commensurate with skills and experience
* Benefits Available: medical, dental, vision, and life insurance
* 401(k) match program
* Generous paid time off and all major holiday’s paid

**Skills and Demonstrated Abilities:**

* Establish and maintain collaborative relationships with respect, diplomacy, and professionalism.
* Exhibit strong interpersonal professional skills in all verbal and written communications.
* Deliver excellent customer service, including quality, accuracy and dependability.
* Research and understand economic and professional industry trends to identify ways to best advance the strategic plan and stakeholder needs.
* Maintain high level of organization and productivity in a deadline driven high-volume environment.

**Preferred Experience and Education:**

* Three or more years prior experience in economic development or community development.
* Foundational understanding of local and state government operations and programs.
* Intermediate skill level or above in using Microsoft Word, Excel, and Outlook.
* Undergraduate degree preferred; or High School Diploma (or GED/High School Equivalence Certificate) with minimum seven years of commensurate experience in economic development, government, real estate, corporate customer success, or other transferable role.

**Company Information:**

Aspire Economic Development + Chamber Alliance is a merger of the Greater Greenwood Chamber of Commerce and the Johnson County Development Corporation (JCDC). The leaders of these two organizations have joined to create a stronger, more unified engine to drive economic growth in Johnson County and south Indianapolis. This new combination of resources and talent will amplify the reach and impact of promotional efforts that will attract more opportunities to Johnson county and its individual municipalities. This new origination will formally launch January 1st of 2020.

**How to apply:**Email your resume to [**angie.petrow@expresspros.com**](mailto:angie.petrow@expresspros.com) or call her recruiting office directly at 317-300-9508 Monday-Friday between 8am-5pm. **The Greenwood Chamber and JCDC have requested to not have emails, calls or walk-in applications come to their offices directly**.

**Our office info:**201 S. Emerson Ave., Suite 110 Greenwood, IN 46143

SE Corner of Main St. & Emerson - ½ mile off I-65S at the Greenwood exit 99. Next door to Starbucks.

**About Us:**

Serving the South side of Indianapolis, Shelbyville, Greenwood, Franklin, and the surrounding south-central counties, Express Employment Professionals’ Certified Professional Staffing Team specializes in Contract and Direct Hire placements in Engineering, Accounting, Finance, HR and Skilled Manufacturing. There are no fees for our services; we are a Human Resource Solutions company assisting businesses in finding top talent. We have been hired directly by our companies to find them the best candidate for the job!