



**San Diego Regional Economic Development Corporation**  
**Manager, Economic Development**  
**Position Announcement**

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San Diego Regional Economic Development Corporation is seeking a qualified candidate for the position of Manager, Economic Development.

EDC has an immediate opening for a full-time professional with strong communication, client focused approach, self-motivated personality, and a proven flexible team player, as well as the ability to interface effectively with C-level executives. Minimum of three years of experience in economic development, policy, government, business organization, or public relations is required. Salary will be commensurate with experience.

Under the general supervision of the Director, Economic Development, this position will both lead and assist with the delivery of business development services in support of the EDC's mission to retain, expand and attract high-wage, high-growth industries to the San Diego region. Through the "Innovate78" initiative, this individual will have the opportunity to shape and execute collaborative strategies in the North County region.

For more than 50 years, EDC has provided leadership by implementing strategies that set the San Diego region apart as a thriving center of technology and entrepreneurship, built upon a knowledge-based economy, a culture of innovation, and an unparalleled lifestyle. In cooperation with 180 of the region's largest companies, our mission is to strengthen San Diego's diverse economy to compete in the global marketplace, and to position our region as the world's premier business location. Additional information can be found at [www.sandiegobusiness.org](http://www.sandiegobusiness.org)

EDC offers a collaborative working environment in San Diego's vibrant downtown. Salary will be dependent on qualifications. All positions come with excellent benefit package. Please send cover letter and resume by Friday, July 28, by email to [cd@sandiegobusiness.org](mailto:cd@sandiegobusiness.org).



### **General Function**

This person will lead the collaborative economic development initiative along the 78 Corridor (Innovate78), execute client-company support activities, and support overall EDC goals and agenda. This position reports to Director, Economic Development.

### **Specific Responsibilities and Duties**

**Program Management** – Lead the development and implementation of plans, strategies and activities to maximize the economic prosperity of North County

- Execute established programs for the “Innovate78” initiative focused on San Diego’s 78 Corridor
- Develop and execute tactics to achieve defined goals, using defined metrics for success
- Develop forward looking strategies to support business expansion, attraction and retention along the 78 Corridor
- Collaborate with city partners and regional stakeholders on a variety of economic development initiatives
- Present to stakeholders and elected representatives on progress made
- Travel between Downtown San Diego and North County
- Other requirements as necessary

**Client Project Management** – Support the economic development goals of the region by facilitating attraction, expansion, and retention projects for local firms

- Conduct outreach meetings to senior executives and work closely with them to develop and execute strategic expansion, attraction and/or retention plans
- Maintain a Project Tracking database with meeting notes, project progress and key information
- Inform and support corporate decision makers to overcome challenges to regional operation
- Understand key issues and lead support of companies in one of our region’s priority industries

### **Key Qualifications**

- Bachelor’s degree in public policy, business administration, economics or related field
- Minimum of three years of business, consulting, project management or related experience
- Self-directed and motivated team player with ability to manage multiple tasks under pressure
- Excellent verbal and written communication skills, including presentation skills and public speaking
- Knowledge of San Diego/California economy and related technology sectors
- Demonstrated competencies including: client-focused, adaptable, flexible, and unquestionable integrity
- Good organizational and time management skills