



Company Overview

[San Diego Regional Economic Development Corporation](#) (EDC) mobilizes business, government, and civic leaders around an inclusive economic development strategy in order to maximize regional prosperity and global competitiveness. EDC is a nonprofit corporation funded by more than 180 companies and public partners committed to this mission.

General Function

The Economic Development Manager (life sciences) leads a strategic economic development framework to enable business attraction, retention, and expansion in the life sciences industry – one of the region’s most competitive clusters. The ideal candidate can communicate effectively to internal and external stakeholders, and manage multiple projects with competing deadlines without comprising quality of the work. This role will powerfully impact the growth trajectory of San Diego’s life sciences cluster. Experience in stakeholder engagement and project management is required. This position is full-time and reports to the Senior Director, Economic Development and Research.

Specific duties and responsibilities

Company Support:

- Work with and through private and public sector partners to streamline company expansion and accommodate job growth in life sciences cluster
- Steward a consistent pipeline of complex company expansion and retention projects from start through completion
- Identify bottlenecks and barriers to business growth in the life sciences industry and recommend creative solutions to address those challenges
- Provide timely and actionable insight to public sector economic development, planning, and development agencies on facility expansions, and other growth needs of life sciences companies and the industry at large
- Track major infrastructure, investment, and supply chain trends that support regional competitiveness and quality job growth
- Respond to company inquires and project proposals for site selection and business development opportunities within the region
- Master a toolkit of local, state, and federal business incentives, services and support specific to life sciences, and target outreach to 50+ companies annually to triage problems and assist with growth goals

Industry Engagement:

- Cultivate and manage relationships with senior industry executives and relevant stakeholders, and serve as EDC’s life sciences domain expert internally and externally
- Develop and maintain relationships with key organizations and partners to identify and address challenges in key industries

- Coordinate with internal and external partners on messaging and data related to industry opportunity and growth
- Execute collaborative outreach in external markets for vetted opportunities (conferences/expansions/trade missions)

Key qualifications

Competencies

- College/University degree (or equivalent experience) and minimum of five years experience in business, real estate, planning, life sciences facilities or related field.
- Experience managing large, multi-person projects and teams. Ability to communicate at all levels of an organization and with external partners and vendors.
- Knowledge of San Diego/California economy and related industry sectors. Experience in life sciences or adjacent field preferred.
- Familiarity with BEAR activities, business incentives, planning, permitting, and related economic development project work
- Strong presentation skills and excellent oral and written communication.

Qualities

- Creative and collaborative solution-finder who can get things done with limited resources.
- Excellent time management as well as demonstrated proficiency managing multiple project under competing deadlines.
- Self-directed critical thinker and team player with excellent verbal and written communication skills.
- Must be client-focused, adaptable, and have unquestionable integrity.

This is a full-time, salaried position with excellent benefits. EDC offers a collaborative and flexible working environment in San Diego's vibrant downtown.

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