



JOB TITLE: Business Development Director

LOCATION: Lake County, CO

EMPLOYMENT TYPE: Full Time

REPORTS TO: Executive Director / BOD

Salary: \$75K-100K (based on qualifications) + Benefits. Bonuses possible

POSITION OVERVIEW

This role will lead and support on development projects to include both new development, redevelopment and business expansion. Critical to this role is supporting a future for Lake County that meets at the intersection of new industry and development that aligns with our community values, articulated in the Comprehensive Plan ensuring a sustainable and diverse economic future.

The role will work closely with local government agencies, developers, community organizations and other stakeholders to shape economic development strategies, navigate local permitting processes, as well as market and advocate on behalf of new industry and businesses.

KEY RESPONSIBILITIES

- **Economic / Labor and Market Analysis / Data Collection**
 - Manage / conduct economic, demographic and labor statistic data collection to inform potential development.
 - Partner on data collection tools with local government partners to align and maintain current and up to date analysis.
 - Stay current on all state and federal analysis to ensure best recommendations locally.
- **Land Use and Development Planning**
 - Support / Facilitate new development / industry attraction that aligns with community values and joint comp plan.
 - Recommend zoning, land use and policy changes that support economic growth, housing supply and community values and goals.
 - Business and industry advocacy that aligns with community values and joint comprehensive plan.
- **Project and Policy Advisory**



- Advise public and private sector clients on potential development opportunities.
- Support design/implementation of economic development tools (eg TIF, incentive policies, business taxing districts.
- Assess fiscal and economic impacts of proposed projects and policy changes.
- **Project Management and Delivery**
 - Manage timelines and deliverables as they pertain to the above responsibilities.
 - Prepare high level reporting and presentations to the BOD, and stakeholders to document progress and receive input.
 - Support business and land development activities to include project development and client relationship management

REQUIRED QUALIFICATIONS

- Bachelors degree in Urban Planning, Economics, Public Policy, Land Use / Development, or similar
- 3 years minimum progressively responsible experience in economic development, land use planning, real estate consulting, or closely related field.
- Demonstrated Experience with:
 - Economic/market analysis, feasibility assessments
 - Land use, zoning, comprehensive / master planning
 - Working with / for local government agencies, public agencies and/or developers
 - Knowledge of mountain/rural (local and regional) agencies and economic development landscape
- Proven track record managing multiple projects, deadlines, with proven ability to work both individually and collaboratively

PREFERRED QUALIFICATIONS

- Masters or higher in Economics/Economic Development, Urban/Regional Planning, public Policy, or related field
- Professional Certifications
- Experience with GIS mapping and labor Statistics software
- Background in:



- Redevelopment, Infill, brownfield/greyfield reuse
- Public-private partnerships and development deal structuring
- Housing policy, inclusionary zoning, and / or community development finance
- Grant writing – State/ Federal / Private
- Policy Advocacy
- Urban Renewal

CORE COMPETENCIES

- Strategic and systems thinking/approach
- Strong analytical/problem solving skills
- Human / Relational oriented / Client Centered approach
- Professional presence
- Facilitation and consensus building
- Attention to detail but large picture view as well
- Commitment to equity, sustainability and inclusive growth

HOW TO APPLY

Please submit resume/CV, a cover letter describing your relevant experience and interest in the role, and 3 written references to: info@lcedc.com and director@lcedc.com. Please include: Application for ED– Business Development Director in your subject line. Screening interviews will begin once an adequate pool of applicants have applied. Next round of interviews slated for early June. Finalists will be asked to provide additional references and work samples. Ideal start date within 30 days of offer acceptance, but negotiable and determined ultimately by right candidate over fixed date.