



OPPORTUNITY PROFILE

About The Miami-Dade Beacon Council, Inc.

The Miami-Dade Beacon Council is the public-private partnership responsible for driving the economy of the Greater Miami region. With a nearly 40-year history, The Beacon Council has brought billions in private investment and thousands of jobs to the region. The Beacon Council recently completed a five-year strategic plan that lays out an ambitious agenda to drive a more sustainable, inclusive, and competitive economy. Anchored by business attraction and recruitment efforts, The Beacon Council also has core functions centered on marketing and communications, research, administration, and finance, as well as our future-focused arm, Opportunity Miami. The Beacon Council envisions Greater Miami as an unparalleled global business community where a diverse workforce, innovation, and opportunity intersect to produce a prosperous economy.

POSITION: Chief Business Development Officer

DEPARTMENT: Economic Development

REPORTING TO: President & CEO

REPLY TO: hr@beaconcouncil.com

SUMMARY OF POSITION:

The Chief of Business Development Officer at the Miami-Dade Beacon Council is a key figure responsible for driving the organization's strategic and operational goals. Leading the business development team, this role collaborates closely with the CEO to ensure the successful execution of the organization's mission. Acting as a mentor, manager, and motivator, the Chief of Business Development Officer oversees business attraction, retention, and expansion efforts by leveraging real estate, workforce development, incentives, and market insights. This executive plays a vital role in developing sectoral strategies, fostering competitiveness, and nurturing relationships with corporate and government partners. Serving as a bridge between stakeholders, the Chief of Business Development Officer co-leads the CEO Council, directs staff in the management of industry councils, and coordinates economic development initiatives with government stakeholders. The Chief of Business Development Officer will report directly to the President & CEO.



Chief Business Development Officer

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ROLES AND RESPONSIBILITIES:

- Developing and implementing a robust attraction and retention expansion program to grow quality jobs.
- Building a robust project pipeline and successfully locating job-creating projects.
- Leading initiatives related to economic growth that are essential to strengthen the project pipeline and lead opportunities to strengthen the market's position in core growth issues vis-à-vis competitor markets (talent, commercial real estate needs, incentives, etc.)
- Directing and conducting research to support economic development activities.
- Developing and tracking economic impact measures that will serve as benchmarks for future economic development strategies, performance management, and annual goal setting.
- Implementing an economic development strategy that includes:
 - Work with local, regional, statewide, and national strategic partners, including site selection consultants and other entities
 - Coordinate with applicable county and municipal departments in advancing economic development and annual budgeting.
 - Design and execute outreach to existing businesses in Miami-Dade County.
 - Promote Miami-Dade County to prospective businesses through diverse channels including meetings, conferences and trade shows, and targeted outreach.
 - Maintain accurate and up-to-date accounting of market real estate activity and available properties which align with MDBC sector targets for presentation to partners and prospective business clients.
 - Develop marketing materials specific to the client's needs promptly and coordinate with marketing support as applicable.
 - Work with the project team to ensure that website materials, research data, and demographics are correct and support our ability to compete for opportunities.
- Supporting workforce development efforts that support the immediate talent needs of local and regional industries.
- Supporting small business activities that support immediate small business growth needs of the local and regional area.
- Promoting the mission and core values of MDBC in a positive work environment.
- Preparing monthly economic development updates for communication with the CEO, board, and other stakeholders.
- Facilitating the development/implementation of appropriate economic development councils and task forces as needed or directed by the CEO.
- This role guides MDBC Small Business and Workforce Development initiatives.
- This role supervises the Economic Development Team.
- Other duties as assigned.



Chief Business Development Officer

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GENERAL EDUCATION AND SPECIALIZED TRAINING PROGRAM:

- Bachelor's degree in business or a related field.
- MBA, other related degrees, or Certified Economic Developer certification (CEcD) are highly desirable.

Desired Experience

- A minimum of 10 years of proven experience in economic development-related organizations.
- Experience managing an experienced business development or sales team
- Knowledge of real estate development is a plus.
- Deep business experience and insight with the ability to provide sophisticated knowledge, strategy support, and assistance to partners, developers, and prospects seeking support on diverse corporate expansion and real estate projects.
- Proven ability to develop relationships with business leaders, locally and nationally.
- Excellent written, verbal, and interpersonal skills – a natural communicator capable of managing relationships with diverse stakeholders (public, government, and business leaders)
- Strong, persuasive communicator with excellent verbal presentation skills
- Leadership, management, and mentoring skills.
- Experience working with tax incentives and other attraction tools
- Proven financial expertise, understanding of creative financing and incentive options
- Experience in corporate relocation decisions
- Candidate must have the ability to travel as needed (15% - 20%).
- Computer and basic software skills (Microsoft Office Suite, CRM Platform, etc.)

Desired Traits

- Dynamic and instinctive leader
- Intellectually curious and driven
- Civic-minded with a commitment to improving the future of Miami-Dade County and the MDBC.
- Ability to drive and motivate others
- Strong capacity for multi-tasking and meeting tight deadlines
- Self-starter with the ability to think creatively and work effectively with small teams.

Send resume to: hr@beaconcouncil.com