



<b>JOB TITLE:</b> Senior Vice President of Business Development	<b>POSITION TYPE:</b> Salary Exempt
<b>DEPARTMENT:</b> Business Development	<b>HOURS PER WEEK:</b> 40+
<b>REPORTS TO:</b> President & Chief Executive Officer or Chief Performance & Strategy Officer as assigned	<b>LOCATION:</b> Las Vegas, NV

## POSITION OVERVIEW

The Senior Vice President (SVP) of Business Development is a key executive leadership role responsible for driving regional economic growth, investment attraction, and business expansion initiatives in Southern Nevada. This position oversees strategic partnerships, business recruitment, industry engagement, and investment strategies to enhance the economic vitality of the region. The SVP plays a critical role in advancing Las Vegas Global Economic Alliance (LVGEA)'s mission to diversify the economy and foster job creation.

Critically, in the near term, the individual in this role will be tasked with a complete review of all business development processes and functions, and the development of a new structured lead generation, existing business support, and pipeline development and service program. This program of work will include leading the utilization of lead identification tools, research software, site database tools, and proposal systems and training and overseeing all business development team performance in these areas.

## ESSENTIAL JOB FUNCTIONS

- Develop and implement strategic initiatives to attract new businesses and industries to Southern Nevada.
- Cultivate relationships with corporate executives, site selectors, corporate real estate professionals and key investors to promote the region as a business destination.
- Lead business recruitment, retention, and expansion efforts, ensuring alignment with regional economic priorities.
- Manage and direct the business development team to ensure success and achievement of organizational initiatives as approved by the Board of Directors.
- Develop and oversee successful execution of critical investor relations meetings, such as the Economic Developers Advisory Council.
- Serve as a visible leader in the region and acting in place of the President & CEO when needed whether in a management, public speaking, or other capacity.
- Build and maintain strong relationships with government agencies, business leaders, economic development organizations, and key regional stakeholders to facilitate economic development projects.
- Ensure strong organizational updates and maintenance of customer relationship management (CRM) database on potential and current prospects, leads and business multipliers, creating and proactively providing up to date reports on progress to senior leadership.
- Represent LVGEA in public forums, industry events, and high-profile business negotiations.
- Conduct and oversee economic impact assessments to inform business development strategies.
- Utilize business intelligence to identify growth opportunities and competitive advantages.
- Monitor industry trends and best practices and provide data-driven recommendations to attract and retain businesses.

- Oversee ongoing value proposition development and compilation of client request for information responses as well as program execution for familiarization tours, trade shows, and lead generation activities including proactive target sector and industry related events.
- Establish and track key performance indicators (KPIs) to measure the success of business development initiatives.
- Ensure alignment between LVGEA's strategic vision, economic growth objectives, and regional policy initiatives.
- Ensuring extreme and positive relationships and collaboration with local and state economic development partners and professionals.

## **KNOWLEDGE, SKILLS, AND ABILITIES**

### **KNOWLEDGE**

- **Economic Development & Business Attraction:** Deep understanding of business recruitment, site selection, and industry expansion strategies.
- **Corporate Investment & Market Trends:** Expertise in private-sector investment, corporate relocation, and regional market dynamics.
- **Public-Private Partnerships:** Knowledge of government incentive programs, regulatory frameworks, and economic development financing.
- **Business & Industry Sectors:** Familiarity with key industries driving economic growth, including technology, manufacturing, logistics, and renewable energy.
- **Workforce & Infrastructure Development:** Understanding of labor market trends, workforce initiatives, and regional infrastructure planning.
- **Financial & Data Analysis:** Proficiency in economic forecasting, investment modeling, incentives analysis, and impact assessments to support strategic decision-making.
- **Legislative & Policy Landscape:** Awareness of local, state, and federal policies affecting business development, economic incentives, and tax structures.

### **SKILLS**

- **Strategic Leadership & Vision:** Ability to develop and execute long-term economic development strategies aligned with LVGEA's mission.
- **Business Negotiation & Relationship Management:** Proven ability to engage corporate executives, investors, and government officials to drive business investment.
- **Public Speaking & Presentation:** Strong ability to deliver compelling business pitches, economic briefings, and investor presentations.
- **Stakeholder Engagement & Advocacy:** Expertise in building coalitions, fostering partnerships, and advocating for regional business growth.
- **Project & Program Management:** Strong ability to manage large-scale business development projects, ensuring seamless execution and measurable outcomes.
- **Marketing & Branding for Economic Development:** Ability to position Southern Nevada as a premier business destination through targeted branding and outreach.
- **Data-Driven Decision Making:** Proficiency in market research, economic impact analysis, and business intelligence tools.

### **ABILITIES**

- **Drive Regional Growth & Investment:** Ability to attract high-value business investments and industry relocations to Southern Nevada.
- **Lead & Inspire Teams:** Ability to mentor, motivate, and develop a high-performing business development team.
- **Adapt & Innovate in a Changing Market:** Ability to anticipate business trends, adapt strategies, and seize new economic opportunities.
- **Navigate Complex Business & Government Relations:** Ability to manage corporate negotiations, public policy discussions, and regulatory requirements.

- **Maintain Confidentiality & Professionalism:** Ability to manage sensitive business negotiations and confidential investment discussions with discretion.

## QUALIFICATIONS

### **Educational Background:**

- Bachelor's degree in Business Administration, Economic Development, Finance, Public Policy, Urban Planning, or a related field (required).
- **Master's** degree (MBA, MPA, or equivalent) in Business, Economic Development, or a related field (preferred).
- Professional certifications such as Certified Economic Developer (CEcD), Economic Development Finance Professional (EDFP), or similar credentials highly desired.

### **Professional Experience:**

- 5+ years of leadership experience in economic development, corporate investment, business attraction, or public-private partnership with at least 2 years of direct supervisory experience.
- Proven success in securing major business investments, corporate relocations, and expansion projects.
- Strong background in government relations, regulatory policy, and incentive negotiations.
- Demonstrated experience leading high-profile business development initiatives, managing multimillion-dollar projects, and driving measurable economic impact.
- Established national network and positive reputation within the site selection, business, investment, and economic development sectors, with a proven ability to foster strategic relationships.
- Experience managing a team, providing mentorship, and overseeing cross-functional collaboration within public and private sectors.
- History of developing and implementing data-driven business development strategies to support regional economic growth.
- Experience with financial modeling, incentive structuring, and investment forecasting to support business attraction efforts.

## WORK ENVIRONMENT

The work environment for this role requires working indoors in an environmentally controlled setting, with potential exposure to sounds and noise levels that may be distracting or uncomfortable. Job tasks are performed in close physical proximity to other people, requiring frequent collaboration and communication. Essential and marginal functions may necessitate maintaining a physical condition suitable for prolonged periods of walking, standing, and sitting, as well as traveling from site to site for meetings, client visits, or events. Additionally, the role involves use of computers, leading to regular exposure to computer screens for research, data analysis, and reporting tasks.

## BENEFITS

- Employee group life insurance, medical, dental and vision covered 100% for the employee only (after 60 days).
- 401K available to employees after 6 months of continuous employment up to a total of a 4% match.
- 12 Paid Holidays a year, and three weeks of Paid Time Off (PTO) in the first year of employment.
- Flexible work arrangements, including remote work on Fridays when business needs allow.

## TO APPLY

- Submit a cover letter, resume, and any relevant work examples to [careers@lvgea.org](mailto:careers@lvgea.org). No calls, please.