LAS VEGAS
GLOBAL ECONOMIC ALLIANCE

A CAREER OPPORTUNITY WITH LVGEA

SENIOR VICE PRESIDENT OF BUSINESS DEVELOPMENT

Lead the strategy, relationships, and dealmaking that bring the next generation of business, investment, and jobs to Southern Nevada.

EXECUTIVE SEARCH

LAS VEGAS GLOBAL ECONOMIC ALLIANCE
PREPARED BY LVGEA

August 2026

POSITION SNAPSHOT

Senior Vice President of Business Development

SUMMARY An executive leadership seat with real running room — build the region's business development core engine from the ground up.

ORGANIZATION	Las Vegas Global Economic Alliance (LVGEA)
LOCATION	Las Vegas, Nevada
COMPENSATION	\$165,000 – \$200,000, depending on qualifications
REPORTS TO	President & CEO
STATUS	Full-Time, Salary Exempt — 40+ hours/week

WHY THIS ROLE

Southern Nevada is in the midst of one of the most closely watched economic diversification stories in the country — and LVGEA is the organization writing it. As SVP of Business Development, you won't inherit a finished playbook; you'll build one.

In your first months, you will lead a complete review of LVGEA's business development function and stand up a new, structured lead generation, pipeline, and client service program — modern tools, disciplined process, and a high-performing team — that will define how the region competes for investment for years to come.

> **WHY IT MATTERS** You will negotiate directly with corporate executives, site selectors, and investors; represent LVGEA — and at times stand in for the President & CEO — at the table with elected officials and industry leaders; and see your work translate directly into jobs, capital investment, and a more diversified Las Vegas economy.

- **A SIGNIFICANT OPPORTUNITY** Few regional economic development roles in the country offer this combination of strategic ownership, visibility, and mission.

ABOUT LVGEA

Southern Nevada's regional economic development authority

LVGEA is Southern Nevada's regional economic development authority — a public-private partnership trusted by public agencies and private investors alike to lead business attraction, champion the Las Vegas metro brand, and deliver measurable returns to the region. LVGEA's mission is to connect and champion Southern Nevada's economic future as a trusted regional partner, attracting and supporting the businesses that fuel a diverse, resilient, and prosperous economy.

> **THE VISION Rooted in our world-class hospitality and powered by innovation, Southern Nevada will lead the next era of growth as the world's capital of reinvention, providing opportunity for all.**

SEVEN DECADES OF EVOLUTION

The organization traces its roots to 1956 and has represented Southern Nevada's business attraction interests for seven decades — evolving from the Southern Nevada Industrial Foundation, to the Nevada Development Authority, to the Las Vegas Global Economic Alliance in 2012. Today LVGEA is an accredited economic development organization (AEDO), reaccredited by the International Economic Development Council, supported by Southern Nevada's largest business-led board of directors and a broad base of investors across every major regional industry.

A PIVOTAL MOMENT FOR SOUTHERN NEVADA

The Las Vegas Global Economic Alliance (LVGEA) has recently unveiled its 2026–2029 Strategic Plan — a bold, data-driven roadmap designed to strengthen Southern Nevada's economy, attract high-value industries, create quality jobs and enhance regional competitiveness. Developed through extensive stakeholder engagement, economic analysis and industry research, this plan establishes a clear vision for diversifying our economy beyond tourism and positioning Southern Nevada as a leading destination for innovation, investment and opportunity.

STRATEGIC PLAN GOALS & KEY TACTICS:

01 BUSINESS DEVELOPMENT

- Focus on 5 or fewer target industries
- Engage the brokerage & development community
- Execute a strong site selector strategy
- Create an existing business support program
- Launch a focused FDI strategy & leverage FTZ
- Coordinate an AI and tech workforce pipeline
- Formalize research institution anchor partnership

02 MARKETING & POSITIONING

- Funded national and global attraction marketing to target markets
- Update website content and expand cluster data
- Rebuild data and research capabilities; educate decision makers
- Launch a business destination campaign
- Tribal engagement and partner inclusion
- Airport and visitor asset marketing campaign

03 REGIONAL COMPETITIVENESS

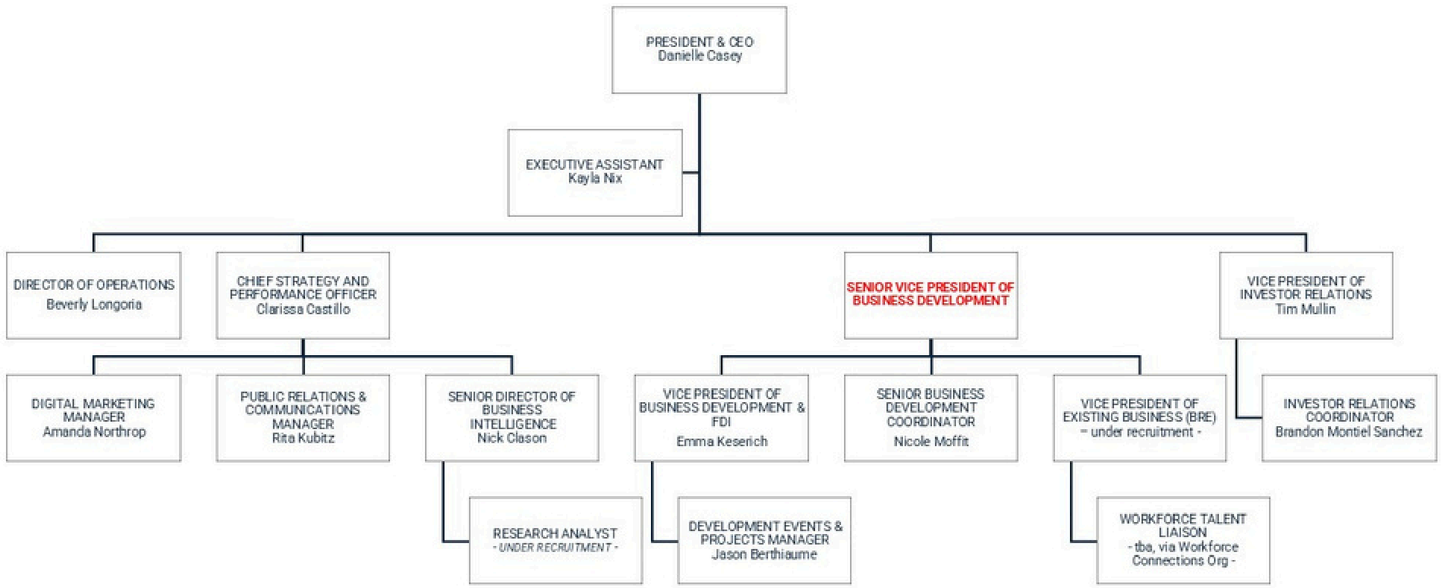
- Site readiness & infrastructure advocacy
- Benchmark market visits
- Center of Excellence / Innovation Hub anchor
- Incentives and toolkit policy modernization
- Federal engagement strategy
- Workforce-industry alignment & skills gap closing
- Capital stack and funding attraction

04 ORGANIZATIONAL EXCELLENCE

- Identity reset
- Protocol clarity with EDO partners
- Define LVGEA vs. state, local and nonprofit roles
- Single Regional Voice Summit
- Outcome-driven KPI framework
- Human capital support
- Investment and governance modernization

ABOUT THE TEAM

Full team roles and bios are available at LVGEA.org



WHAT YOU'LL DO

Position overview & core responsibilities

ROLE SCOPE

The SVP oversees strategic partnerships, business recruitment, industry engagement, and investment strategy —reporting to the President & CEO —and will conduct a complete review of business development processes to build upon extensive internal efforts over the past 12 months to continue to design a formalized and structured program for lead generation, business support, and pipeline development.

- 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.
- Lead business recruitment, retention, and expansion efforts aligned with regional economic priorities.
- Manage and direct the business development team, ensuring achievement of Board-approved initiatives.
- Lead successful execution of critical investor relations meetings, including the Economic Developers Advisory Council.
- Serve as a visible regional leader — including acting in place of the President & CEO when needed.
- Build and maintain strong relationships with government agencies, business leaders, and key stakeholders.
- Own CRM discipline across prospects, leads, and business multipliers, with proactive reporting to leadership.
- Represent LVGEA in public forums, industry events, and high-profile business negotiations.
- Conduct economic impact assessments and apply business intelligence to identify growth opportunities.
- Oversee value-proposition development, RFI responses, and lead-generation programming.
- Establish and track KPIs to measure the success of business development initiatives.

WHAT YOU'LL BRING

Education, experience & the leadership profile

EDUCATION

- 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) preferred.
- Certified Economic Developer (CEcD), Economic Development Finance Professional (EDFP), or similar credential highly desired.

EXPERIENCE

- 5+ years of leadership experience in economic development, corporate investment, business attraction, or public-private partnership, including 2+ years of direct supervisory experience.
- A track record of securing major business investments, corporate relocations, and expansion projects.
- Deep experience in government relations, regulatory policy, and incentive negotiations, plus financial modeling and investment forecasting skills.
- A national network and reputation within the site-selection and economic development community.

THE LEADERSHIP PROFILE

The right candidate pairs strategic vision with the discipline to execute: someone equally comfortable building a data-driven pipeline system from scratch and closing a high-stakes negotiation in the room with a Fortune 500 site selector. Strong public speaking and executive presence, sound judgment with confidential and competitively sensitive information, and a genuine passion for regional economic mobility complete the profile.

COMPENSATION & BENEFITS

A competitive executive package

$165K-$200K

ANNUAL SALARY RANGE, DEPENDING ON QUALIFICATIONS

UP TO 7%

OF ANNUAL SALARY END OF YEAR BONUS OPPORTUNITY

100%

EMPLOYER-PAID MEDICAL, DENTAL & VISION FOR EMPLOYEE (EFFECTIVE AFTER 60 DAYS)

4%

401(K)COMPANY MATCH AFTER 6 MONTHS OF EMPLOYMENT

- 12 paid holidays per year, plus three weeks of Paid Time Off (PTO) in the first year.
- Flexible work arrangements, including remote work on Fridays when business needs allow.
- Relocation expense allowance.
- LVGEA investment in professional development and association memberships.

READY TO LEAD THIS CHARGE?

APPLY TODAY

LVGEA is Southern Nevada's platform for economic reinvention — and this role is one of the highest-leverage seats at the table. If you're ready to build the business development engine for one of the fastest-diversifying economies in the country, we want to hear from you.

SUBMIT COVER LETTER, RESUME & WORK EXAMPLES

HOW TO APPLY

careers@lvgea.org

lvgea.org