



## **Vice President of Global Trade & Investment**

Greater Seattle Partners (GSP)—the economic development organization for the Puget Sound region—seeks a VP to direct global trade & investment promotion for the greater Seattle region. The VP of Global Trade & Investment leads the organization’s efforts to attract foreign direct investment, develop and implement export promotion programs, organize and support in-bound and out-bound international delegations and strengthen international ties. The VP of GTI serves as both a leader internally for the staff team and externally with regional partners championing the organization’s mission to drive and sustain regional economic prosperity for all.

### **DUTIES & RESPONSIBILITIES**

- Develop and implement targeted initiatives for foreign direct investment; identify and pursue targeted international firms to invest in the greater Seattle region, delivering against targets & metrics.
- Support the development and implementation of market-based assessments of targeted industry sectors and growth opportunities for the Greater Seattle region within these sectors.
- Manage the site selection process and client journey for international business and investment clients to successfully land the client in the region.
- Work with GSP’s research team to prepare client proposals and conduct presentations and site tours for prospect recruitment; compile demographic and economic data in response to inquiries.
- Engage in strategic sector-based events, organizations and activities to drive GSP exposure and pipeline build and collaborate with partners that impact the goals and initiatives of GSP.
- Support the development of marketing materials and programs that promote the Greater Seattle region and its business opportunities both domestically and overseas.
- Develop and sustain quality, trusting relationships with the leadership of prospective companies, regional and national site selectors, commercial and industrial realtors, and GSP’s partners.
- Manage and oversee projects, teams, and staff to ensure GSP meets and exceeds its goals and provides high value-added to our clients and regional partners.
- Lead Global Trade & Investment Council comprised of GSP investors, regional leaders and industry experts.

### **PREFERRED SKILLS**

- *International Relations:* Experience working with international partners and companies.
- *Economic Development:* Knowledge of economic development field, regional industry clusters, and foreign direct investment strategies.

- *Equity:* Share the organization's commitment to advancing equity and inclusive economic development.
- *Communications:* Excellent written, verbal and electronic / digital communication skills. Able to succinctly articulate GSP's messaging and services to clients and regional partners to support their goals. Comfortable delivering public presentations to large groups.
- *Project & Contract Management:* Capable of effectively managing multiple contracts, projects and teams to deliver results.
- *Adaptability:* Able to meet changing client and partner needs as well as a continuing evolving economic and business environment.
- *Collaborative & Team-Oriented:* Forward-thinking, collaborative style. Able to initiate and support cross-collaboration among divisions within GSP to support programs and projects. Build teams and work effectively with GSP staff and regional partners to meet client needs and the region's goals.
- *Innovative:* Able to instill a learning environment within the organization and its programs and projects. Approach projects through a lens of innovation and continuous improvement and establish assessment tools to measure project outcomes.

## **ABOUT GREATER SEATTLE PARTNERS**

Greater Seattle Partners (GSP) is the regional economic and trade development organization for the Puget Sound region in Washington State serving Snohomish, King and Pierce counties. Working in partnership with the private sector, cities, counties, ports and economic development organizations, GSP will strengthen and unify the region's economic development efforts by:

- Building global identity to attraction new investment and advance trade.
- Growing our talent to strengthen regional competitiveness.
- Elevating regional economic development to achieve inclusive economic growth.
- Providing a new level of sophisticated research and data analysis

Founding leadership from the private and public sectors includes Boeing, Amazon, JPMorgan Chase, Microsoft, Starbucks, Expedia and Alaska Airlines, as well as county executives, mayors and port commissioners from the Greater Seattle region.

## **BENEFITS**

Greater Seattle Partners (GSP) provides a comprehensive and competitive benefits package including but not restricted to:

- Medical/dental/vision coverage
- Vacation/sick/float leave
- Life Insurance
- Accidental death & dismemberment Insurance
- Long-term disability insurance
- Transit subsidies
- Flexible Spending Account
- Employer-matched 401(k) Contribution

- Tuition reimbursement
- Paid parental leave
- Wellspring EAP membership
- Personal accident insurance
- Generous holiday schedule and paid days off
- Greater Seattle Partners is an Equal Opportunity Employer

**APPLICATION INFORMATION**

Qualified candidates should respond by sending a cover letter and resume via email to [info@greater-seattle.com](mailto:info@greater-seattle.com). Resumes are being reviewed as received and position will remain open until filled.