



RESEARCH MANAGER

If you're looking for a common place, this isn't it. If you are driven by new ideas like we are, come join us. This invitation is the core of our award-winning Uncommon Thinkers Welcome® regional branding campaign, and the vision that inspires us at Greater Seattle Partners (GSP) every day.

GSP is a public-private partnership that leads regional economic development through global business attraction, site selection and investment and trade opportunities in the Greater Seattle region. GSP collaborates with community and economic development partners to ensure that every person in the Puget Sound region has the opportunity to prosper. We strive to attract and retain quality family/living wage jobs across all communities of the region. Throughout the world we tell the story of our talent, pioneering spirit, unique communities, and quality of life.

We seek a **Research Manager** to support inclusive economic development across the Greater Seattle region. Our work is centered on three pillars:

- **JOBS:** Engage the World to attract global investment and advance trade.
- **TALENT:** Grow Our Talent to strengthen our regional competitiveness.
- **COMMUNITY:** Elevate Regional Economic Collaboration to ensure regionwide economic development performance.

The **Research Manager** supports our organization and our partners with best-in-class data, competitive analysis, and business intelligence to achieve our goals. Do you love identifying and researching industry trends? Do you excel at translating data into actionable insights? Do you take pride in helping drive stakeholder success? These key attributes will fuel your success in this role, as will alignment with our **guiding principles**:

- **EQUITY, DIVERSITY, AND INCLUSION:** Increase opportunities for every Greater Seattle resident to participate in our region's economy and share in our prosperity.
- **COLLABORATION:** Engage in consistent, trusted coordination to drive our success as a unified and globally competitive region.
- **CREATIVITY:** Deploy ambitious and inspired regional and national best practices to drive economic and community growth across our region.
- **ACCOUNTABILITY:** Build trust across our region by identifying shared outcomes to measure our economic impact and transparently communicate progress.

CORE ACTIVITIES: Our Research Manager reports directly to the COO and spans all three of our organizational pillars:

Grow jobs:

- Support business and investment attraction efforts by fulfilling essential research functions related to lead generation, site selection, business recruitment proposal development, market intelligence, and information gathering from public and private stakeholders.
- Maintain, refine and evolve regional site selection presentations, customize with timely and relevant data, and provide key insight on regional competitiveness and differentiation.



Grow talent:

- Track and analyze talent market: job openings, in-demand roles, compensation trends, and regional labor market data.
- Identify regional job hubs: with an equity lens, analyze workforce concentration and commute shed to align business attraction with regional talent workforce development initiatives.

Strengthen community:

- Research and quantify trends in our key industry sectors (aerospace, healthcare, cleantech, manufacturing, information technology, biotech and more).
- Manage relationships with data sources and partners including property, business, and labor databases, CRM systems, GIS, and other resources.
- Serve as lead on dashboards, infographics, interactive reports and datasets for investor reporting and custom requests.
- Manage GSP's site selection platform by developing and maintaining GSP's GIS assets, serving as site administrator, and by communicating ongoing feature development to software vendor.

SUCCESS FACTORS. Given our mission, guiding principles and key deliverables for this role, the ideal candidate will possess the following attributes and experiences:

- **Economic Developer:** Familiar with economic development strategies, methodology and execution.
- **Analytical:** Ability to apply theory, test hypothesis, and draw connections and conclusions from data. Understanding of statistics, economics, data analysis, and research methods highly preferred. Understanding of geospatial statistics/analysis a plus.
- **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.
- **Excellent communicator:** Superb 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.
- **Skilled Project Manager:** Capable of effectively managing projects and teams to deliver best-in-class services and results for GSP and the region.
- **Adaptable:** Able to meet changing client and partner needs as well as a continuing evolving economic and business environment.

TECHNICAL APTITUDE: To excel in this role, candidates will benefit from experience in the following tools, datasets and platforms:

- Data access tools such as Lightcast (formerly Emsi), D&B Hoovers, ZoomInfo, FDI Markets, WisserTrade
- Asset inventory tools such as GIS Webtech
- Site search tools such including CoStar, GIS Webtech, CBA Database



- Experience with relational databases, analysis of geospatial data and GIS files
- Proficient in Excel, pivot tables a plus
- Ability to manipulate large files from public datasets including those from the U.S. Census Bureau, IPEDS Education Data, U.S. Bureau of Labor Statistics

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

- Employee Medical/dental/vision coverage
- Paid Time Off
- Life Insurance
- Long-term disability as provided by State of WA
- Regional Transit Pass
- Employer-matched 401(k) Contribution
- Paid Family/Medical Leave as provided by state of WA)
- EAP membership
- Business travel emergency insurance through MedJet
- Generous paid holiday schedule

Greater Seattle Partners is an Equal Opportunity Employer

COMPENSATION: Annual salary range: \$90,000-\$110,000, with year-end bonus eligibility.

TO APPLY: Committed to attracting and retaining a diverse staff, GSP will honor your experiences, perspectives, and unique identity. Our organization strives to create and maintain working and learning environments that are inclusive, equitable, and welcoming.

All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, gender expression, national origin, age, protected veteran or disabled status, or genetic information.

Qualified candidates should respond by sending a cover letter, resume, and two non-returnable writing samples via email to apply@greater-seattle.com.

The role will remain open until filled and applications will be reviewed on a rolling basis.