

# STL PARTNERSHIP

## Director of Corporate Engagement

### **THE ORGANIZATION**

Our mission is to lead in the development and growth of long-term diversified business and employment opportunities by creating innovative solutions that generate increased wealth and enhanced quality of life for the citizens, businesses and institutions of the St. Louis region.

The St. Louis Economic Development Partnership marks a new era of collaboration within St. Louis by aligning regional efforts in business development, business finance, entrepreneurial support and international trade services.

Today, the Economic Development Partnership provides a broader range of services than most agencies of its kind, boosting innovation and entrepreneurship, attracting and retaining companies, increasing the region's international reach, and revitalizing municipalities, the partnership has become a key facilitator of regional growth for businesses and communities throughout the St. Louis Metropolitan area.

### **Accredited Economic Development Organization**



St. Louis Economic Development Partnership is proud to have earned the distinguished title, Accredited Economic Development Organization (AEDO) from the International Economic Development Council (IEDC). The accreditation signifies the professional excellence of economic development entities throughout North America.

### **THE POSITION**

The Director of Corporate Engagement will work within the St. Louis region to find, mentor and evaluate startup companies seeking research and development and/or sales opportunities with established corporates. Equally as important is the facilitation of greater connectivity between regional startups and the region's corporate community.

### **Job Functions:**

- Create employment opportunities within medium and large employers with a focus on relevant skills development
- Use the STL VentureWorks facilities as convening spaces for startup and corporate collaborations/workspaces
- Focus on common goal of talent attraction and retention in specific St. Louis industry strengths (Agtech, Fintech, Biotech, IT, healthcare, etc.) and in specific innovation clusters (AI, Big Data, Cybersecurity, etc.)

- With other SLEDP staff members, work with prospective companies to identify intersections between the companies' R&D needs/plans and potential collaborators from among area universities and established corporates that could be helpful in commercializing the companies' technology.
- Partner with medium and large employers to develop new and to support existing training and apprenticeship programs in the region in collaboration with higher education and traditional workforce development programs.
- Help existing Corporate Innovation teams/Marketing teams interact externally with the startup community and work with those teams to gain internal, top-level corporate buy-in and support these efforts.
- Engage medium and large employers on their needs from an innovation standpoint and engage startups in the region to address those needs.
- Perform other duties as assigned

### ***THE NEED***

#### **Professional qualifications for this position include:**

**Education:** Bachelor's degree (Master's preferred) in Business Administration, Marketing, Non-Profit Organization Management or related field

**Experience:** The ideal candidate will have extensive expertise and experience in entrepreneurial management with an emphasis on R&D, product development, fund raising, marketing or general management.

1. Demonstrated experience as an entrepreneur in one or more startup companies or senior executive in one or more high growth corporations;
2. Demonstrated knowledge of early stage development and funding of technology companies;
3. Extensive relevant work experience that can be drawn upon in advising and mentoring early stage companies;
4. Experienced in raising private capital;
5. Demonstrated ability to ramp up quickly in understanding the key attributes of technologies, products, markets and teams that lead to successful startup companies;
6. College degree in a relevant discipline;
7. MBA or experience in entrepreneurial management roles or senior roles in growth companies; and
8. Existing network of contacts in the AgTech or animal health business community.

**Interpersonal Characteristics:** Strong written and verbal communication skills are expected. It is expected that the selected candidate will recognize and respect diversity and work effectively with people of other backgrounds and cultures and will have a desire to make a positive difference within the community.

### ***THE REWARD***

Commensurate with experience, we offer a competitive base salary and a culture which fosters and supports creativity and innovation. The St. Louis Economic Development Partnership offers a full range of employee benefits as well.

Interested and qualified applicants should submit their resume to <https://stlpartnership.aaimtrack.com>.

Also, applicants are encouraged to visit our website to learn more about the organization:

<https://main.stlpartnership.com/about-slcec.html>

*The St. Louis Economic Development Partnership is an equal opportunity employer. The organization considers applicants without regard to race, color, religion, creed, gender, national origin, age, disability, marital or veteran status, or any other legally protected status.*