

# STL PARTNERSHIP

## FDI Executive

### **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 (formerly St. Louis County Economic Council) 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 pursuit of more foreign direct investment into the St. Louis economy will require the commitment of dedicated resources to this task. A critical component of this effort will be the establishment of a full-time position – an FDI Executive – to oversee the day-to-day activities associated with ongoing implementation of the FDI Plan. The FDI Executive will be housed in the World Trade Center St. Louis. He/she will interact on a daily basis with other key partners involved in implementing the Plan's various strategies.

### **Job Functions:**

- Lead the formation and work of a Merger & Acquisition Advisory Committee
- Work in collaboration with SLEDP Business Development team and other regional partner organizations in attracting new foreign investment into St. Louis
- Create and maintain a baseline assessment of total Foreign Owned Entities (FOE) investment in the region

- Recruit and lead an FDI Outreach Team to assist with Precare and Aftercare activities in target sectors
- Conduct regular interviews with FOEs to understand their current and future workforce needs and communicate those needs to local workforce development organizations
- Work with local and state economic development agencies to develop and refine financial incentive packages to attract and retain FDI
- Provide ongoing staff leadership for a Business/Academic Advisory Group.
- Perform other duties as assigned

### **THE NEED**

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

**Education:** Bachelor’s degree in Business Administration, Public Policy, Economics, International Studies, or related field.

#### **Experience:**

1. At least ten years of progressively more responsible documented experience.
2. Excellent communication – oral and written – business skills to be a persuasive communicator. Positive, mission-driven and self-directed.
3. Cross cultural experience and global perspective gained by working/living with people of other cultures highly desirable.
4. International affairs or business experience is desired but not required.
5. Ability to work with and communicate with corporate providers and partners at CEO and government leader level.

**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.*