

STL PARTNERSHIP

International Business Development Specialist

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

This position will serve as a project manager for the World Trade Center St. Louis. The person will support the project management needs of the World Trade Center St. Louis in all aspects of its operational activities including assisting businesses with export/import expansion, foreign investment attraction, and economic development collaboration. The person will interact with local/national/international government agencies, economic development organizations, business leaders, consultants, export/import professionals, and community leaders to increase international trade. They will provide critical facilitation and assistance to the division in the areas of business/community outreach, financial analysis, grant proposal development, program compliance reporting, and special divisional initiatives support, including divisional presence/coverage at regional events and project meetings.

Job Functions:

- Responsible for securing, servicing and maintaining World Trade Center St. Louis member companies. Identify and develop trade opportunities, connections, and available resources to more effectively guide regional businesses to prepare for global commerce, respond to global customers and pursue strategic opportunities.
- Provides critical facilitation and assistance to the WTC division in the areas of business and community outreach, developing prospect lists, making sales calls, facilitating foreign market research for both trade and direct investment projects and client presentations.
- Serves as first point of contact for local companies inquiring about international business opportunities
- Leads the promotion and overall management of St. Louis Foreign Trade activities. Develops company prospect lists, sales meetings, internal St. Louis County Port Authority communications, and external communications with U.S. Customs and Border Protection.
- Acts as a liaison with outside businesses and agencies to assist with the development of relevant international education programs and events
- Develop working knowledge of key international business activities including but not limited to foreign trade zones, trade financing, export regulations, industrial and product classifications.
- Perform other duties as assigned

THE NEED**Professional qualifications for this position include:**

Education: Bachelor's degree in Business Administration, International Studies, Marketing or related field.

Experience:

1. At least 2-3 years of progressively more responsible related work experience in sales, project management, business development, or economic development.
2. Cross cultural experience and global perspective gained by working/living with people of other cultures highly desirable.
3. International business education and/or experience is desired but not required.
4. Excitement and energy to work externally with corporate, community partners and international trade service providers is essential.
5. Foreign language capability is desired but not required.

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.