The Georgia Department of Economic Development (GDEcD) is the state's sales and marketing arm, the lead agency for attracting new business investment, encouraging the expansion of existing industry, locating new markets for Georgia products, attracting tourists to Georgia, promoting the state as a location for arts and film, music and digital entertainment projects, as well as planning and mobilizing state resources for economic development. The mission of GDEcD's Global Commerce division is to market the state for business recruitment, existing business expansion, and small business development. The Regional Program is part of the Global Commerce structure and consists of 12 geographically delineated service delivery regions, maintaining one Regional Project Manager in each region.

The Senior Regional Project Manager - Existing Industry and Regional Recruitment (EIRR) is responsible for business development efforts in the region. Projects are often large and complex. The successful candidate’s primary duty is to assist both existing Georgia companies considering expansion and prospective companies considering a future location in their region - to positively influence investment decisions in Georgia. Working in close partnership with state, local and other officials, the primary goal is the advancement of job creation and investment in the region. The successful candidate will spend most days traveling within the region, meeting with business and community leaders, building important working relationships with stakeholders throughout the region. Specific duties include:

- learning the state’s incentive program, pro-business climate, community partnerships, and workforce;
- representing Georgia as the lead point of contact for companies considering expansion or new locations in the region;
- calling on community leaders to build value-added relationships;
- attending trade shows, conferences, and networking events to generate leads by developing strategic relationships with community, state, and consultant partners;
- forming and maintaining relationships with executive-level decision makers of existing and prospective companies;
- serving as the state’s first point of contact for communities, in regard to economic development efforts.
Application Instructions: To apply for this position, you must submit your résumé and cover letter (PDF format preferred) via the link on our careers page at https://www.georgia.org/about-us/career-job-search. If you do not have internet access or require an accommodation because of a disability, please contact GDEcD Human Resources at 404-962-4000 or email jobs@georgia.org.

Additional Information for Applicants: All qualified candidates will be considered but may not receive an interview. Preference will be given to applicants who meet both the minimum and preferred qualifications. Internal applicants may be considered prior to other applicants. Information on publicly posted social media accounts may be reviewed as part of the screening process. Applicants who are not selected for interviews will not receive notification.
*To be considered for a salary offer above the entry level (if a range is posted), the successful candidate MUST have most of the education and experience qualifications shown as preferred. To receive an offer at the top of the range posted, experience must exceed preferred level. Offers will not exceed the top amount posted.

Applicants selected for hire will be subject to a background check, including a criminal history record check. Depending on the position, the background check may include education verification, credit check, and driving record. Additionally, male applicants between 18 and 26 years of age must present proof of Selective Service Registration if hired.

Please note, if travel is required, the selected candidate will be required to pay travel expenses (hotel, meals, etc.) up front and will be reimbursed within one week of expense statement approval.

GDEcD is an Equal Opportunity Employer