<table>
<thead>
<tr>
<th>Title:</th>
<th>Director, Aerospace</th>
<th>Entry Salary:</th>
<th>$90 – 100k, commensurate with experience</th>
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<tbody>
<tr>
<td>Division:</td>
<td>Center of Innovation</td>
<td>Location:</td>
<td>Atlanta, GA</td>
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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 and small businesses, locating new markets for Georgia products, attracting tourists to Georgia, and promoting the state as a destination for arts events and location for film, music and digital entertainment projects, as well as planning and mobilizing state resources for economic development.

The mission of the Georgia Center of Innovation is to help Georgia’s businesses clear the path to innovation by providing expert advice and navigation to the right resources. The Aerospace team serves as a key resource for providing expertise, connections, and innovative solutions to help Georgia’s aerospace industry grow, prosper and compete globally. That mission entails extensive interaction with local industry, other teams within the GDEcD, the University System of Georgia (USG), the Technical College System of Georgia (TCSG), other state government agencies, local and national aerospace organizations, and local community leaders. The Director, Aerospace reports to the Executive Director and directs the Aerospace Team.

The services and programs of the Center of Innovation’s Aerospace team include:

- **Industry Assist:** Connecting industry with Georgia & national resources
  - University Research & Development
  - Technical Education
  - Workforce Training
  - Other State organizations
  - Federal agencies
  - Aerospace industry information
  - Business to business connections

- **Innovation Projects:** Cooperative projects to assist commercialization of new products, processes and business models.

- **Innovation Grants:** Grants funded by the One Georgia Authority for development of new products, services, & business models.

- **Consortia & Technology Working Groups:** Connecting industry, academia, and government to develop focused activities in high potential technology areas

- **Advisory Councils:** Bring industry together to provide vision and focus to the major opportunities for Georgia to accelerate aerospace industry growth.
The Director will provide leadership for the Aerospace team and will have these primary responsibilities:

- Facilitate client connections with various resources with the state which will foster the growth of Georgia’s aerospace industry.
- Be the primary resource for Georgia’s aerospace industry to contact when they need technical assistance with any aerospace challenge.
- Be the primary resource for Georgia’s Economic Development community to contact when they need assistance with recruitment or expansion of an aerospace company or other companies requiring aerospace support.
- Be current on aerospace industry sector trends, news and developments.

The Director is responsible for implementation of specific projects in these program areas.

In general, the Director will perform the following duties:

- Represent the Aerospace team at various meetings and functions;
- Create content, and present briefings on the operations of the Aerospace Team and the Georgia aerospace industry;
- Respond to requests from industry for information and assistance;
- Communicate and coordinate with other organizations (GDEcD, USG, TCSG, etc.) to gather information and provide contacts in response to industry requests;
- Track all constituent contacts and lead metrics collection efforts, providing monthly metrics data and other related information, as requested by the GDEcD;
- Develop annual budget request and track budget activity throughout the year;
- Submit all administrative requests (travel authorizations, travel expense reports, requisitions, etc.) to GDEcD staff using appropriate systems and procedures;
- Respond to requests from other Georgia state government organizations with full concurrence of the GDEcD.

The Director shall be responsible for effective resource planning within state-sponsorship constraints, but should also be able to obtain sufficient third-party resources through partnering arrangements, consortia, and collaboration with stakeholders. The Director will directly supervise staff and any additional contracted resources. The Director should have a broad, long-range view of the entire US aerospace industry, and be able to develop in-depth programmatic and technical understanding of Georgia’s existing aerospace activities and how these intersect with known future development trends in the aerospace industry on a global basis.
### Minimum Qualifications and Competencies:

- Bachelor’s degree from an accredited college or university in a related field AND Five years of aerospace industry experience that included managing professional level staff;
- OR Nine years of experience AND Five years of management experience at the level equivalent to area of assignment OR Five years of experience at the senior manager level
- Strong working knowledge of general aerospace industry processes across multiple sectors.
- Ability to work well under pressure while managing multiple priorities and deadlines.
- Proven ability to analyze and visualize complex, changing “system” situations, in both technological and organizational settings
- Ability to conceive, initiate and implement relevant initiatives with minimal direction, able to work both in office and in remote settings with limited day-to-day direction.
- Excellent interpersonal skills, including an ability to establish and maintain positive working relationships with colleagues and external clients of diverse backgrounds and organizational levels.
- Prior experience managing budgets.
- Must be willing and able to travel in support of operations at other Georgia locations including, but not limited to, Atlanta and Macon, GA.

### Preferred Qualifications:

- 10+ years of directly related aerospace industry experience including 5+ years managing an aerospace industry team.
- Strong network of existing industry and stakeholder relationships, especially within Georgia.

### Application Instructions:

To apply for this position, **you must submit your resumé and cover letter (PDF format preferred) via the link on our careers page at [https://www.georgia.org/about-us/career-job-search](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

<table>
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<tr>
<th>Travel Required?</th>
<th>Yes, statewide (15-20%)</th>
<th>Nights, Weekends Required?</th>
<th>Occasionally</th>
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<tbody>
<tr>
<td>Deadline</td>
<td>Open Until Filled; Apply ASAP. Position will be filled as soon as a suitable candidate is identified.</td>
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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