

Chief Business Development Officer

Overview

The Chief Business Development Officer (CBDO) is responsible for leading and expanding the organization's business development activities to drive economic growth and prosperity. This executive role involves strategizing, implementing, and overseeing programs and initiatives that support business growth, investment, and economic development within the state. The CBDO will collaborate with public and private sector partners to create and promote an attractive business environment that encourages new investments, job creation, and sustainable development.

Responsibilities

1. Develop and execute the organization's business development strategy in alignment with LED's overall strategic plan, goals and priorities.
2. Identify, evaluate, and pursue new business opportunities, partnerships, and collaborations that will lead to economic growth and job creation.
3. Engage with key stakeholders including local businesses, stakeholders, intra-governmental agencies, and community leaders to promote the state's economic development initiatives.
4. Oversee market research and analysis to identify trends, opportunities, and challenges in the economic landscape.
5. Represent the LED in public, professional, and media events to enhance its profile and promote its economic development mission.
6. Develop and manage the budget for business development activities, ensuring resources are allocated effectively to support strategic objectives.
7. Lead and mentor the business development team, setting clear goals and performance standards.
8. Negotiate and finalize deals and agreements that benefit the state's economy and support LED's objectives.
9. Provide regular reports and updates to the department Secretary, COO/CFO, and other stakeholders on the progress and outcomes of business development initiatives.
10. Stay informed of global economic trends and best practices in economic development to continuously improve strategies and operations in support of the Louisiana Office of International Commerce and the Louisiana Board of International Commerce's master plan.

Qualifications

- Bachelor's degree in Business Administration, Economics, Urban Planning, or related field; Master's degree or MBA preferred.
- Minimum of 10 years of experience in business development, economic development, or a related field, with at least 5 years in a leadership role.
- Proven track record of developing and executing successful business development strategies and programs.

- Strong understanding of economic development principles and practices, including community development, business financing, and public/private partnerships.
- Excellent communication, negotiation, and interpersonal skills.
- Ability to work effectively with a diverse range of stakeholders, including business owners, government officials, and community leaders.
- Strong analytical and problem-solving skills, with the ability to make data-driven decisions.
- Strategic thinker with a vision for the future of the state's economy.

Working Conditions

- Standard office environment with regular office hours, but may require additional hours for events, meetings, and other activities.
- Frequent local travel and occasional national/international travel will be required.

Application Instructions

Interested candidates should submit a resume, cover letter, and three professional references. Please highlight your experience and achievements in economic development and business growth strategies. Applications should be sent to Dawn.Thibodeaux@la.gov.