

Business Development Director

In 2008 Mayor John DeStefano launched the Economic Development Corporation of New Haven to expand the City of New Haven's economic development capacity. The Economic Development Corporation of New Haven is a 501(c) (3) private non-profit corporation. The EDC is dedicated to promoting job creation and bolstering the overall economic vitality of the City of New Haven by working with our public and private partners to create a vibrant business environment and assist business and industry to grow, to relocate to, remain in, and establish their facilities in the City.

This individual will focus on business retention/attraction activities. In addition, this individual will also be involved in neighborhood commercial business assistance, and project management as assigned.

The successful candidate must demonstrate the ability to work in a small team environment, and to be equally at ease in the corporate board room and the neighborhood storefront business.

At a minimum, the candidate must have:

- Four-year college degree, preferably in business administration or related field;
- Five years experience in business or economic development, or related field;
- Knowledge of accounting and/or business finances sufficient to understand and interpret business plans;
- Knowledge of business loan packaging;
- Knowledge of financial and credit analysis;
- Ability to communicate effectively orally and in writing;
- Computer skills including MS Office.

Additional Skills:

- Relationships with banks and other lending institutions;
- Ability to manage multiple projects within allotted time frames;
- Experience working with small and/or emerging startup companies;
- Familiarity with development proformas.

Salary commensurate with experience.

Please send resume and cover letter to the attention of:

Kelly Murphy, AICP
CEO/President
Economic Development Corporation of New Haven
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