



ECONOMIC DEVELOPMENT REGINA INC.

## GROWTH MANAGER

### THE EMPLOYER

ECONOMIC DEVELOPMENT REGINA INC. (EDR) is the lead agency for economic development and growth for the Greater Regina Area. We are passionate about creating an even more vibrant and inclusive community – with audacious entrepreneurs, large-scale businesses, fearless changemakers and everything in between. We attract major investment and top-level talent to our community and build cutting edge opportunities and partnerships that advance our city and enhance the lives of citizens.

Predicted to lead the nation in economic growth, Regina is taking its place as the heartbeat of the new Prairie economy. If you want to help build that bright future, we want you on our team. EDR offers the opportunity to make a positive impact on our community and be an integral part of Regina's homegrown success.

Learn more about Regina's [competitive positioning](#).

Learn more about Regina's [Agriculture and Innovation Strategy](#).

### THE POSITION

Economic Development Regina (EDR) is looking for our next Growth Manager. Reporting to the Director, Growth & Investment, this role connects people and businesses with the incredible and significant opportunities the Greater Regina Area (GRA) offers to boost our business and attract investment and people to our city. The Growth Manager will undertake a range of activities from business expansion and domestic investment to investment attraction and market intelligence within and outside Canada. They will engage with start-ups to multinationals, foreign business and investors and international capital entities.

#### Here's what you'll do:

The position will include the following key accountabilities:

- Advise internal and external stakeholders on the GRA's business and investment ecosystem and climate and current and future opportunities and challenges.
- Prospect for, analyze and share potential target sectors, industries, businesses, and investment.
- Build and maintain relationships with key stakeholders, such as:
  - Domestic: Government (all levels), Economic Development Agencies, Chambers of Commerce, Post-secondary institutions, Industry and GRA-aligned organizations (e.g. Business Improvement Districts), local business accelerators (Cultivator by Conexus, Agtech Accelerator) and others.
  - International: Saskatchewan's Ministry and Trade and Export Development (TED) and its international trade offices, Global Affairs Canada, Invest in Canada and others.
- Build partnerships and collaborate on new initiatives, funding and grants, and other support.
- Execute EDR's investment attraction strategy and framework locally and internationally.
- Understand, utilize and deliver research and analysis based on best-practice.
- Develop and maintain a shortlist of business and investment attraction leads and opportunities.

- Manage and filter a business development / investment pipeline through the sales cycle (prospecting / lead generation, qualifying, engagement, closing and aftercare). Update and maintain business / investment activity in a customer relationship management (CRM) system.
- Identify, articulate and promote the GRA's competitive advantages in key sectors and beyond.
- Support Indigenous engagement related to key sectors and elsewhere (to be determined).
- Provide quarterly and spot reports to internal audiences and stakeholders.
- Represent EDR and the GRA at domestic and international events, conferences, conventions and tradeshows to promote, attract and secure growth and investment into key sectors.
- Be an informed contact on value-driving activities in the GRA's key sectors and economic drivers.
- Explore, share and deliver other economic development and growth initiatives as required.

**This is what we're looking for:**

- Professional, confident and well-spoken business developer and networker
- University degree in Business Administration, Economics or Public Administration
- Business research, writing and presenting skills (primary and desktop research, briefing notes, report writing, business cases building and presenting to varied audiences)
- A team player with strong communication, interpersonal skills and a supportive outlook
- Adaptable decision-maker who solves problems creatively, collaboratively and quickly.
- Organized and detailed multi-taskers who can move fluidly between, and quickly learn about, diverse and challenging projects.
- Self-motivated, efficient, focused, proactive and independent business developer
- Experience and interest in domestic and international business development.
- Strong and demonstrated time and/or project management skills.
- Demonstrated experience in agriculture, energy, food or manufacturing sectors is an asset.
- Interest in project management or skill (PMP) an asset

**This is the experience you bring:**

- Demonstrated business acumen and presence and desire to represent EDR and the GRA
- Track record of building respectful, professional relationships with business and stakeholders
- Experience gathering, analyzing, interpreting and presenting research.
- Experience and understanding of business development or sales cycle, the investment landscape and the use and maintenance of a robust, current CRM system.
- Understanding of or desire to understand key sectors in the GRA's economy.
- Eagerness to explore new sectors, industries and opportunities – both found and shared.
- Knowledge of and/or experience in investment attraction or experience is an asset.

**WHAT WE PROVIDE**

EDR offers competitive pay and benefits, a flexible work environment and a positive, collaborative culture.

**Looking for perks? We've got those!**

- Flex-friendly work environment
- Innovative, collaborative, community-driven workspace at Path Cowork that includes member discounts at local businesses
- Free coffee and local beer on tap
- Comprehensive benefits package with a health spending account and physical activity program



- Two personal days per year, in addition to vacation time
- Employer paid group RRSP
- Contribution to cell phone bill
- Downtown parking subsidy
- Annual training and education fund
- EDR Culture Club, that plans team building and employee engagement activities. We work hard, but we play hard too!

**We are Regina** – the place where you can grow your world. Ready to grow your career? Apply now! Send your resume and cover letter by **May 23, 2023** to [ahouk@economicdevelopmentregina.com](mailto:ahouk@economicdevelopmentregina.com)

EDR is a not-for-profit independent corporation, governed by a volunteer board of directors with the City of Regina as its sole shareholder. For more information on Economic Development Regina Inc. please visit: <https://economicdevelopmentregina.com/about/>

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