

# Business Developer

Business Developer  
Economic Development Lethbridge

This 1-year term-definite position is accountable for the creation and implementation of strategic goals, programs and required activities to support the attraction of investment to Lethbridge. This savvy professional will engage the community, investors and business stakeholders to ensure a high level of client care that builds upon our reputation as one of the top business-friendly communities in Canada.

The business developer will:

- Work with the EDL team to actively seek outside investment and business opportunities through attendance at relevant conferences and through rigorous follow up of existing inquiry files
- Manage and respond to business/investor contacts to ensure a high level of professional client care
- Identify and pursue business and industry opportunities that emerge through website, cold calls, referrals and targeted investment attraction activities
- Support the building and sustaining of partnerships between businesses, government, financial and educational institutions, First Nations organizations and the community
- Manage all leads and reporting through our internal Customer Relationship Management system - generating standard tracking and metrics reports each quarter

Applicants will preferably have a post-secondary credential in a related field with demonstrated knowledge of the investment and business climate in Alberta. A combination of education and experience may be considered. Three to five years of experience in business development, investment attraction, business retention and expansion or related areas of expertise is preferred.

Interested candidates may submit their resume and cover letter in confidence to [info@choosethbridge.ca](mailto:info@choosethbridge.ca) by Monday, April 24, 2017.

This position has a salary range of \$49,900 to \$65,000 depending on education and experience.