



NOW HIRING

Director of Business Engagement

GENERAL DESCRIPTION

Onward NRV, a public/private economic development organization, is looking for a team-oriented individual who is creative and eager to promote the economic vitality of Virginia's New River Valley. The Director of Business Engagement is responsible for, but not limited to, leading Onward NRV's investor relations program, engaging with local companies in Onward NRV's targeted industries, supporting business attraction efforts, and forging partnerships with area employers and educational institutions to support talent attraction and retention.

The successful candidate must be able to prioritize work and effectively manage multiple projects; communicate effectively, both verbally and in writing, with all levels of individuals; work independently as well as collaboratively as a team with a variety of stakeholders; work well under pressure in meeting deadlines; exhibit sound judgment in making decisions; and maintain confidentiality on sensitive matters.

The Director of Business Engagement position is a full-time, exempt position with excellent benefits. The position reports directly to the Executive Director.

ILLUSTRATIVE DUTIES

INVESTOR RELATIONS & DEVELOPMENT:

- Execute Onward NRV investor relations program to ensure member engagement and retention.
- Plan, coordinate, and secure sponsorships for [quarterly investor events](#).
- Maintain investor records to ensure accuracy and confidentiality.
- Provide staff support to Investor Relations & Development Committee
- Identify and meet with potential investors to explain the benefits of investing in Onward NRV and its mission.

ONWARD NEW RIVER VALLEY

2020 Kraft Drive, Suite 2000, Blacksburg, VA 24060 | 540-267-0007

BUSINESS ENGAGEMENT:

- Track and monitor regional challenges facing local companies within Onward NRV's four [targeted industries](#) (MFG, IT/Tech, Food Processing & Agribusiness, and Unmanned Systems)
- Plan, coordinate, and execute annual Industry Leader [Summits](#) for local MFG and IT/Tech leaders to support the competitiveness and growth of those industries in the NRV.
- Manage Foreign Trade Zone 238 program (www.ftz238.com)
- Support business attraction efforts by occasionally coordinating RFI response with local allies, participating on prospect visits, and traveling to conferences and trade shows to market the NRV.

SKILLS AND QUALIFICATIONS

- Demonstrated ability to develop and manage relationships with a variety of stakeholders and/or clients
- Considerable experience in sales, marketing, and public speaking
- Proven ability to effectively plan, promote, and execute events
- Self-starter that can work independently or collaboratively with a team
- Strategic problem solver with ability to adapt quickly in fast-paced environment
- Excellent command of the English language, including both written and verbal communication
- Proficient in Microsoft Outlook, Word, Excel, Power Point and Constant Contact
- Bachelor's degree in Business, Marketing or related field with 3+ years of relevant experience is required

SALARY & BENEFITS

The Director of Business Engagement position is classified as full-time, exempt. The hiring range is \$50,000 to \$55,000 per year and dependent upon qualifications. Onward NRV offers an excellent benefits package that includes health and dental insurance; paid holidays, sick and annual leave; cell phone stipend; and 401K employer match program. There's also the added benefit of knowing that your work is contributing to the success of the region we call home.

HOW TO APPLY

Submit a cover letter with resume, including salary requirements, and a minimum of three references, to hr@onwardnrv.org. This position is open until filled. Equal Opportunity Employer

TALENT ATTRACTION & RETENTION:

- Support the execution of the [NRV Experience](#) program by marketing the program to area employers to enroll intern into the program and by working closely with the Marketing Director to plan and coordinate the summer cohort.
- Engage with higher education institutions in the NRV (VT, RU, NRCC) by building relationships with career center representatives and participating in career fairs to promote living and working in the NRV to college students.
- Engage with public school systems in the NRV by building relationships with Career & Technical Education representatives to advocate for the talent needs of our four targeted industries.

ABOUT ONWARD NRV

Onward NRV (www.OnwardNRV.org) is a public/private, regional economic development organization whose mission is to attract and retain world class jobs, investment and talent in Virginia's New River Valley (www.TheNRV.org). It's a movement where leaders from business, government, and higher education work together to promote the economic vitality of the region through Onward NRVs five-year strategy for the region, called Onward 2023.

