

HICKEY GLOBAL

ECONOMIC DEVELOPMENT CONSULTANT

SCHEDULE: Full Time

EXPERIENCE: 7+ years

LOCATION: USA – Remote Position

SALARY: \$85,000 – 105,000 (plus Bonus Potential)

ROLE SUMMARY

The Economic Development Consultant will be a key member of the Hickey Global team and will work with clients to deliver custom solutions for economic development organizations. The Consultant will participate in lead generation, creating and maintaining client relationships, project management, and project delivery. The ideal candidate will provide thorough analysis and strategic insight to economic development organizations.

PRIMARY DUTIES:

- Cultivate and maintain trusting long-term relationships with new and existing clients.
- Identify prospects and use knowledge to acquire new clients.
- Responsible for the success of delivering Hickey Global's products and services to clients.
- Assist in new business development activities including conferences, tradeshow, presentations and speaking opportunities.
- Educate clients on economic development principles and strategy through written studies and presentations.
- Participate in projects with direct interface with individuals and groups across a wide range of backgrounds.
- Contribute to data collection for ongoing projects.
- Work with a team to create new products as opportunities arise.

KEY QUALIFICATIONS

- Minimum 7 years of experience in economic development, workforce development, site selection, or investment promotion.
- Bachelor's Degree in Economic Development, Planning, Geography, Political Science, and/or Business preferred.
- Ability to network within a broad array of government and non-profit leaders.
- Strong skills in Excel, PowerPoint and Microsoft Teams.
- Strong communication, writing and interpersonal skills
- CECD credential is a plus.
- Ability to travel.