

Economic Development Manager, Industry Recruitment - (North or North Central Florida locations)

NOTE: there are two positions associated with this job posting.

These positions are responsible for the attraction and location of new business and industry to the Duke Energy Florida (DEF) service area. The positions also support the retention of existing industries and their potential retention and expansions within DEF service area. Responsibilities include the preparation of proposals which professionally and accurately represent Duke Energy's ability to serve a client at specific locations and the anticipated rate associated with their energy demands. Incumbent will, as needed, plan and assist with client's in-state project meetings as well as directly engage with economic development leadership across the DEF footprint to include boards, committees and other direct engagement with community stakeholders to enhance the communities Duke Energy serves. The positions will support rural areas of opportunity within Duke Energy's Florida footprint.

Responsibilities

- The incumbent will work throughout his/her assigned territory to support client management, lead generation and represent the Company to local, state, and regional economic development allies.
- Establish and maintain effective relationships with key economic development leadership, developers, consultants and decision-makers in support of DE economic development goals and objectives.
- Support economic development partners in the enhancement, use and deployment of marketing materials; participate in targeted call missions and other activities to enhance the Company's competitiveness and success of the Florida economic development program.
- Collaborate with internal management and stakeholders, to include external relations team members as well as distribution and transmission teams to utilize best practices, provide comprehensive overview of Duke programs and support to partners, identify target industries and sites, and focus on the areas with greatest potential return on investment

Basic/Required Qualifications

Bachelor's degree and three plus years of job related experience

Additional Preferred Qualifications

- Familiarity with state and local incentive programs
- Project management skills
- Excellent communication skills
- Economic Development project management experience at the State, Regional or Local level
- Experience in business/industrial recruitment efforts
- Established relationships with State, Regional and local economic development officials
- Established relationships with site selection consultants
- Experience in proposal development and site selection RFI responses

Travel: 30%

These are hybrid classified positions involving in-office, and virtual, remote work.

Please [click here](#) to apply.