



## Job Description

**Job Title:** Manager Intl Trade Development - Statewide  
**Department:** International Trade Development  
**Reports To:** VP, International Trade & Field Operations  
**FLSA Status:** Exempt  
**Pay Band:** \$55,000 - \$82,000  
**Location:** Tampa office preferred, other Florida offices considered

### **BASIC PURPOSE:**

This job is responsible for the promotion of exports with export-ready manufacturers and other companies through counseling, implementation of EFI export promotion programs, and establishing a synergy of promotional programs with other economic development and strategic alliance partners.

### **ESSENTIAL ACCOUNTABILITIES or TASKS:**

- Through pro-active marketing and outreach efforts develop a clientele of export-ready manufacturing and other firms that are able to utilize EFI's export programs.
- Counsels targeted companies to upgrade their knowledge of export markets, export marketing and the export process.
- Strategizes, promotes and then recruits targeted companies to participate in ITD's market site trade event program.
- Provides market information, counseling and troubleshooting assistance to Florida companies, in order to generate export sales and to expose them to EFI trade leads.
- Promotes and encourages to targeted companies the utilization of federal export promotion programs, especially the US Department of Commerce.
- Pro-actively advocates Florida's international advantages and EFI services through participation in international conferences, seminars, workshops, and webinars – through speeches, presentations, and panel discussions.
- Implements selected Marine industry trade fairs on a global basis. This requires overall event management that includes market planning, promotion, recruitment of manufacturers, trade results and coordination on a cost recovery basis.

**SUPERVISION:** Not applicable.

**ACCOUNTABILITY: Impact and Scope:** Responsible for achieving specific and measurable objectives toward the achievement of the International Units performance measures, as assigned in the annual performance plan.

## **MINIMUM QUALIFICATIONS REQUIRED:**

- Bachelor's degree in international business, marketing, finance or international relations.
- Five years experience in international business or international business development.
- General knowledge of domestic and international business practices and export processes.
- Communication capabilities that include verbal, written and presentation skills.
- Experience with the development and execution of international business strategies.
- Requires 25% international travel.

## **PREFERRED QUALIFICATIONS:**

- Overseas trade show experience.
- Marine industry experience a plus.
- Competency in a second, relevant language.
- Knowledge of country-specific foreign markets and customs.
- Demonstrated influencing and negotiating skills.
- Knowledge of factors and processes that characterize the international business operations of Florida firms.
- Public speaking skills.

***Please apply for this position to [HRDirector@EnterpriseFlorida.com](mailto:HRDirector@EnterpriseFlorida.com) or through the job posting on Indeed.***

*Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities and activities may change at any time with or without notice.*

*We are an equal opportunity employer and consider all qualified applicants equally without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, veteran status, or disability status.*

*EFL is subject to the Public Records Law and the Sunshine Law; therefore, submissions to this job announcement could be subject to public disclosure.*