



Position Description

Job Title: Regional Manager
Base Location: Jacksonville

BASIC OVERVIEW

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

KEY RESPONSIBILITIES:

- Manages the Jacksonville, Regional Field Office with a territory of 19-nineteen counties for SelectFlorida.
- Through pro-active marketing and outreach efforts develop a clientele of export-ready manufacturing and other firms that are able to utilize SFI's export programs.
- Counsel targeted companies to upgrade their knowledge of export markets, export marketing and the export process.
- Strategize, promote and then recruit targeted companies to participate in ITD's market site trade event program.
- Provide market information, counseling and troubleshooting assistance to Florida companies, to generate export sales and to expose them to SFI 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 SFI services through participation in international conferences, seminars and workshops – through speeches, presentations and panel discussions.
- Implements selected packaging and general manufacturing industry trade fairs on a global scope. This requires overall event management that includes market planning, promotion, recruitment of manufacturers, trade results and coordination on a cost recovery basis.
- Act as community liaison and resource for business recruitment and retention and other related SFI departmental programs and activities, as warranted.

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% travel both domestically and internationally.
- Fluent in spoken and written English.

PREFERRED QUALIFICATIONS:

- 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.

TO APPLY

To express interest in, or nominate an individual for, the SelectFlorida Regional Manager position, please email a resume to pauline.jacobs@selectflorida.org.

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 filling this position. Duties, responsibilities and activities may change at any time with or without notice.

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