



**Business Attraction and
Investment Manager, CRA**

JOB SUMMARY

We are currently seeking a Business Attraction and Investment Manager to join our Community Redevelopment Agency, (CRA). Under the direction of the CRA Executive Director, the ideal candidate will be responsible for the development and execution of business attraction/retention strategies and marketing of the City/CRA as a desirable business destination. The incumbent should be an outside-of-the-box thinker, a visionary leader, and a business professional. The incumbent's success will be measured, in part, by the number of new businesses brought into the CRA and the development of an effective working network of CRA businesses, residents, partner agencies, developers, and investors.

If you are ready to take the next step in your career and contribute to the growth and development of the City of Dania Beach. ***Apply now to join our team!***

Essential Job Functions

- Contribute to the achievement of the Agency's Mission, Vision Statements, and CRA Plan goals/objectives. Develop benchmarks to monitor and evaluate program/project effectiveness.
- Work with investors/developers to secure investment, development of projects, and the attraction of businesses to the CRA. Follow-up on leads with interested parties.
- Develop relationships with City/CRA businesses. Conduct formal "BRAVO" visitations. Develop a business contact database of CRA, City, and regional businesses. Develop a strategy to promote CRA businesses.
- Act as a liaison to and build working relationships with partner agencies, schools, labor organizations, non-profits, and businesses, as well as entrepreneurial and civic/community groups.
- Assist with the development of collateral materials and presentations to support the expansion of existing businesses and the attraction of new/start-up businesses, investors, and skilled workforce.
- Develop business/resident resource content for the CRA website. Design/implement strategies to enhance our strengths and mitigate our weaknesses based on analytical research.

What's required: (Minimum Requirements)

- Bachelor's degree in Real Estate, Finance, Business Administration, Planning, Urban Development, or a related field from an accredited college or university. Experience can substitute for education on a year-for-year basis.
- Three (3) years experience as an economic development practitioner, advocating/promoting development, and investment in a government environment.
- Possession of a valid driver's license with an overall good driving record is required. If the driver's license is out of state, must be able to obtain a Florida driver's license within thirty (30) days of the hire date.

What's preferred: (Desired Requirements)

- Six (6) years experience as an economic development practitioner, advocating/promoting development, and investment in a government environment.
- Experience in Commercial Real Estate and/or Project Financing, especially in South Florida.
- Affiliations/certifications with trade groups, such as FRA, ICSC, and IEDC.

ABOUT DANIA BEACH

DANIA BEACH COMMUNITY REDEVELOPMENT AGENCY (CRA)

Dania Beach is the hub of the Southeast Florida economy and the 8th largest Metropolitan Statistical Area (MSA) in the United States. Dania Beach provides a state and local tax-friendly environment, a solid infrastructure, low-cost utilities, and 43 Institutions of higher learning. We are served by three (3) International Airports and three (3) deep water Seaports.

The CRA is leading the City of Dania Beach in achieving its redevelopment and economic development goals through its commitment to sustainable development and improved quality of life. Dania Beach is located at the crossroads of transportation, commerce and major attractions and is the ideal location for sustainable growth, both personally and professionally.



COMPENSATION AND BENEFITS

FISCAL YEAR 2023-2024



HEALTH BENEFITS

- Medical, dental, vision, and pre-tax flexible spending account (FSA) coverage for the whole family
- City-paid life insurance, short and long-term disability plans
- High deductible health plan option with city-paid health savings account (HSA)
- Flexible spending account (FSA) available
- Medical benefit opt-out payment option (in addition to base pay)
- Voluntary pet insurance
- Many other voluntary benefits



FINANCIAL PERKS

- Future base salary increases:
 - 2024-2025: 6%
- Florida Retirement System (FRS) pension plan *
- Deferred compensation 457 (b) with a 3% city match*
- FICA alternative: Part-time positions do not pay social security. Money is deposited into a portable retirement account.*
- City-subsidized health insurance upon regular retirement
- City-paid credit protection
- Qualified loan forgiveness employer



PAID TIME OFF

- 12 City paid holidays *
- One floating holiday
- Sick and vacation leave *
- Cash-out option for vacation leave *
- Personal days and safety day
- Religious day conversion
- Volunteer time

AND MUCH MORE

- Supportive workforce and management team
- Hybrid work schedule (select departments and positions)
- Professional development
- Tuition reimbursement
- Free gym membership
- Summer child care discounts

Benefits may vary by type of position and status

* Includes part-time positions

The pay range is **\$66,181.32 - \$102,580.95**. The actual salary will be market competitive depending upon the experience and qualifications of the successful candidate, and other internal factors.

The City offers a comprehensive benefits package for employees. For detailed information regarding benefits, visit www.daniabeachfl.gov/careers.

HOW TO APPLY

Submit a completed employment application and resume online at:
www.governmentjobs.com/careers/daniabeachfl

WWW.DANIABEACHFL.GOV