

Principal, Site Selection

The Site Selection Principal identifies, cultivates, and executes high-profile corporate site selection projects (e.g. project schedule, budget, and quality of client-facing deliverables), as well as advises on economic development consulting projects. The Principal is capable of independently leading complex corporate projects and has good judgment for consulting recommendations based on data-driven analyses, managing project resources and teammates, as well as generating and fostering business development leads.

Responsibilities

Project Management – (Approximately 50%)

- Lead and manage high-profile, complex corporate site selection projects that result in the identification and recommendation of site locations including the facilitation of site and community evaluations and review of data-driven inputs
- Manage client relationships throughout site selection process as well as requested tasks after the conclusion of the site selection process
- Ensure prioritization of project drivers and alignment of project schedule and budget throughout the project life cycle
- Organize and assign day-to-day project tasks and allocate internal and external resources (e.g. people) within project teams to ensure team's overall productivity and collective impact on assigned projects
- Lead client meetings and ensure the quality of client deliverables
- Collaborates with GLS's Director of Incentives to incorporate incentive negotiation resources and strategy throughout project life cycle.
- Collaborate with the Project Management Lead and Director of Operations on management of contractual agreements, change orders, etc

Business Development – (Approximately 20%)

- Seek opportunities to expand client relationships and identify new opportunities for corporate and economic development consulting services
- Lead discovery calls and draft proposals, as needed
- Drafts prospect pricing spreadsheet and makes pricing recommendations
- Manage and conduct appropriate follow-up for new and existing client leads
- Develop and build relationships with key partner organizations
- Attend strategically-selected events on behalf of the organization, delivering speeches and participating in panel discussions
- Draft blog and article content in conjunction with GLS's thought leadership program
- Supports Director of Business Development in developing and executing business development strategy for strategic business lines.

Industry Relationships and Outreach – (Approximately 10%)

- Attend EDO, utility, and partner visits and presentations to GLS
- Attend strategically-selected regional familiarization tours and consultant events with economic development organizations
- Cultivate a network of economic developer relationships and maintain GLS brand of being key partners to economic development organizations
- Participate in social media to further the GLS brand

Leadership and Continuous Improvement – (Approximately 20%)

- Work with the leadership team to set and fulfill on the vision, mission, and goals of the organization
- Lead and participate in EOS Level 10 meetings, quarterly and annual retreats
- Provide strategic suggestions for continuous improvements related to project management and seek to drive continuous improvement initiatives forward
- Set a positive example and foster a collaborative and productive work environment
- Mentor, coach, and contribute to career development of junior staff

Other duties as assigned.

Qualifications

- Bachelor's degree in Business Administration, Finance, Economics, or related field (Master's degree preferred)
- At-least seven (7) years of experience, in site selection project management required
- Strong understanding of project management, and economic development required
- Excellent communication, presentation, and analytical skills including proficiency in Microsoft Excel and PowerPoint
- Demonstrated ability to manage large corporate projects and lead teams
- Strong organization skills to maintain the project schedule, budget, and allocation of appropriate resources for each project
- Proven track record of strategic thinking, decision-making, and execution
- Experience in sectors including life sciences and data centers preferred

Requirements

- Valid driver's license and passport
- Ability to travel up to 60%

Purpose and Values

Global Location Strategies enriches lives through mutual, sustainable prosperity via the art and science of company and community matchmaking.

At GLS, we operate according to six core values. Successfully embodying these core values is expected by all employees as a condition for employment.

- We are serious and fun
- We are insatiably curious
- We are resourceful innovators
- We lean into our zone of genius
- We carry each other
- We have uncompromising integrity

Exempt/Non-Exempt: Exempt
Location: Remote location or Greenville, SC office
Budgeted Salary Range: \$125,00-200,000

Benefits:

- Health/Dental/Vision Insurance Contribution
- Unlimited PTO
- Opportunities for Bonus Achievement
- 10 Regular Holidays and 4 Additional days off creating long weekends
- 401K Retirement Savings Match
- Cell Phone Stipend
- Complimentary Parking
- Soft Beverages and Snacks provided in the office