

## Senior Site Selection Consultant

The Senior Consultant leads and manages corporate site selection projects (e.g. project schedule, budget, and quality of client-facing deliverables). This role is a key player in the success of the site selection process, reporting to the Project Management Lead. The ideal candidate is capable of independently leading corporate and economic development consulting projects, evaluating and communicating large sets of data, and has the ability to manage project teams.

### Responsibilities

#### Project Management – 60%

- Lead and manage all aspects of corporate projects; including schedules, budgets, and quality of client deliverables that result in the identification and recommendation of site locations including the facilitation of site and community evaluations and review of data-driven inputs
- Lead and manage economic development consulting projects; including schedules, budgets, and quality of client deliverables
- Organize and manage project tasks and assign internal and external resources (e.g. people), as needed.
- Collaborate and strategize with team members on project goals to ensure prioritization of project drivers and client needs throughout the project life cycle
- Assist in the preparation of client facing meetings and project deliverables
- Support consulting leadership, as needed, with project functions (e.g. financial analysis) and internal company initiatives

#### Business Development – 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
- Manage and conduct appropriate follow-up for new and existing client leads
- Develop and build relationships with key partner organizations
- Attend 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

#### Industry Relationships and Outreach – 10%

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

#### Leadership and Continuous Improvement – 10%

- Participate in EOS Level 10 meetings
- Support consulting leadership, as needed, and support of company strategic initiatives.
- Provide strategic suggestions for continuous improvements related to project management
- 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 four (4) years of experience in site selection project management required
- Strong understanding of project management, economic development, and finance
- Excellent communication and presentation skills for effective collaboration with corporate clients
- Demonstrated ability to manage corporate projects and lead small teams
- Strong organizational skills to maintain the project schedule, budget, and allocation of appropriate resources per project
- Proven track record of strategic thinking, decision-making, and execution
- Experience in sectors including life sciences and data centers a plus

#### Requirements

- Valid driver's license
- Ability to travel up to 50%

#### Purpose and Values

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 or Greenville, SC Office  
Budgeted Salary Range: TBD based on the experience and skills of each candidate. We employ Sr. Consultants in three levels.

**Benefits:**

- Health/Dental/Vision Insurance Contribution
- Unlimited PTO
- 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