

### Class Concept

This is senior level professional work in promoting the development of quality industry and balanced industrial growth in North Carolina. Employees are assigned a portfolio of industrial firms considering relocation or expansion into North Carolina, including firms whose location into the State would be of the highest level economic impact and benefit. Work may also involve assignment to a natural region or foreign country for the purposes of calling on industrial firms and familiarizing them with the benefits of locating in the State. Employees may specialize in domestic or foreign firms.

### Recruitment Standards

#### Knowledge, Skills, and Abilities

- Thorough knowledge of general management and business organization procedures.
- Thorough knowledge of the business, legal, and regulatory aspects of doing business in North Carolina.
- Skill in compiling and analyzing a wide variety of business, economic, and community data and present it orally or in formal written reports.
- Skill in dealing tactfully and successfully in high level negotiations of major economic impact which involves the highest levels of corporate management, community, and State leadership.

#### Minimum Education and Experience

Bachelor's degree from an appropriately accredited institution and four years of related business development experience, two of which must have been directly related to economic development; or

Master's degree in a related field and two years of experience directly related to economic development or business development activities; or an equivalent combination of education and experience.