



Job Description

Job Title: Senior Vice President, International Trade & Development
Department: International Trade and Development
Reports To: Chief of Staff
FLSA Status: Exempt
Location: Coral Gables
Salary Range: \$130,000-150,000

BASIC PURPOSE:

This job is responsible for directing policy and programs to encourage job creation through international trade practices and international business development activities.

ESSENTIAL ACCOUNTABILITIES or TASKS:

- Responsible for the development and implementation of international trade programs to encourage job creation and value-added employment opportunities
- Responsible for international trade and export activities for existing business communities, including the generation of policies to support recommendations with targeted industry clusters
- Responsible for the development and implementation of the international trade development portion of Enterprise Florida's Strategic Plan
- Plan and implement various state programs for selling Florida products abroad and for foreign direct Investment (FDI) lead generation through our foreign offices network
- Develop and maintain a network of international representatives who are charged to assist EFI attract overseas investments (financial resources and jobs) to Florida
- Serve as advocate at state, federal and international forums / levels for international growth through free trade agreements, resolving visa issues and assisting those companies who hold an interest in the Florida economy

SUPERVISION:

International Department staff, to include domestic Field offices (6) and overseas representatives: total 30+ staff

ACCOUNTABILITY: Impact and Scope:

- Annual department budget for international activities
- Ensure that the International unit meets all its DEO and strategic measures
- Responsible to recover at least 90% of cost expenses for all market site missions and events

MINIMUM QUALIFICATIONS REQUIRED:

- Bachelor's degree plus 15 years economic development experience, of which 5 years must have been in an International Trade and Development
- International Trade and Development supervisory experience
- Familiarity with international trade and development business practices
- Demonstrable experience with strategic plan development, communication and implementation

PREFERRED QUALIFICATIONS:

- Master's degree in relevant course of study
- Knowledge of state government processes
- Conversant in a relevant second language
- Detailed experience with policies and processes that associated with free trade agreements

Please submit resume thru job posting on [Indeed.com](https://www.indeed.com)

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