



## Job Description

**Job Title:** Senior Director Strategic & Market Analysis  
**Department:** External Affairs  
**Reports To:** VP, Policy  
**FLSA Status:** Exempt  
**Salary Range:** \$75,000-\$90,000  
**Location:** Orlando or Tallahassee

### **BASIC PURPOSE:**

This job is responsible for designing and managing EFI's research programs to monitor Florida's economy, benchmark Florida's national competitiveness, and to provide guidance for business development. The incumbent is also responsible for building external partnerships for Florida's development research.

### **ESSENTIAL ACCOUNTABILITIES or TASKS:**

- Serve as EFI's resident economist, monitoring Florida's economy and preparing briefs on the state's economic performance and business climate
- Design and manage a program of Competitiveness and Policy Analysis on a variety of economic development issues
- Design and manage a Market Research program, and conduct strategic analyses on existing and potential emerging industry sectors
- Establish and maintain a Statewide Economic Research Network of university and other regional and national economic development partners, to serve as a statewide think-tank on key economic development issues.
- Conduct economic impact analyses of major projects and/or initiatives, assessing their impacts on Florida's economy and measuring and the return on the state's investment
- Monitor and evaluate the significance for Florida of major national economic and business trends. Identify competitive threats and opportunities for Florida and formulate appropriate strategies in response to them
- Serve as EFI's policy analyst for key economic trends
- Provide strategic research and guidance on investment opportunities for marketing and business development
- Manage consultant projects for economic and strategic research

### **SUPERVISION:**

Not applicable for this position

### **ACCOUNTABILITY:**

No financial or other measurable accountabilities have been identified for this position

**MINIMUM QUALIFICATIONS REQUIRED:**

- Bachelor's degree in economics, business, social sciences, planning or related field
- Ten years' experience in economic analysis, national and international trade policy, economic development research, planning or related field
- Requires extensive knowledge of economic development principles, trends and programs, awareness of major trends global business development
- Extensive knowledge of data sources and research methodologies
- Demonstrated writing and presentation skills

**PREFERRED QUALIFICATIONS:**

- Advanced degree
- Sound management skills, with a proven ability to organize the work of project teams

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

**EFI is subject to the Public Records Law and the Sunshine Law; therefore, submissions to this job announcement could be subject to public disclosure.**

***No phone calls or agencies please.***