



Job Description

Job Title: Regional Manager, Intl Trade Development - Tampa
Department: International Trade Development
Reports To: VP, International Trade & Field Operations
FLSA Status: Exempt
Pay Band: \$55,000 - \$82,000

BASIC PURPOSE:

The **Regional Manager, Intl Trade Development - Tampa** is responsible for the promotion of exports with export-ready manufacturers and other companies through counseling, implementation of EFI export promotion programs and a synergy of promotional programs with other economic development and strategic alliance partners.

ESSENTIAL ACCOUNTABILITIES or TASKS:

- Manages the Tampa Bay, Regional Field Office with a territory of 10-ten counties for Enterprise Florida.
- Through pro-active marketing and outreach efforts develop a clientele of export-ready manufacturing and other firms that are able to utilize EFI's export programs.
- Counsel targeted companies to upgrade their knowledge of export markets, export marketing and the export process.
- Strategize, promote and then recruit targeted companies to participate in ITD's market site trade event program.
- Provide market information, counseling and troubleshooting assistance to Florida companies, in order to generate export sales and to expose them to EFI trade leads.
- Promotes and encourages to targeted companies the utilization of federal export promotion programs, especially the US Department of Commerce.
- Pro-actively advocates Florida's international advantages and EFI services through participation in international conferences, seminars and workshops – through speeches, presentations and panel discussions.
- Implements selected strategic challenges industry trade fairs on a global scope. This requires overall event management that includes market planning, promotion, recruitment of manufacturers, trade results and coordination on a cost recovery basis.
- Act as community liaison and resource for business recruitment and retention and other related EFI departmental programs and activities, as warranted.

SUPERVISION:

Not applicable.

ACCOUNTABILITY: Impact and Scope:

Responsible for achieving specific and measurable objectives toward the achievement of the International Units performance measures, as assigned in the annual performance plan.

MINIMUM QUALIFICATIONS REQUIRED:

- Bachelor's degree in international business, marketing, finance or international relations.
- Five years experience in international business or international business development.
- General knowledge of domestic and international business practices and export processes.
- Communication capabilities that include verbal, written and presentation skills.
- Experience with the development and execution of international business strategies.
- Requires 25% travel both domestically and internationally.

PREFERRED QUALIFICATIONS:

- Competency in a second, relevant language.
- Knowledge of country-specific foreign markets and customs.
- Demonstrated influencing and negotiating skills.
- Knowledge of factors and processes that characterize the international business operations of Florida firms.
- Public speaking skills.

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities, and activities may change at any time with or without notice.

We are an equal opportunity employer and consider all qualified applicants equally without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, veteran status, or disability status.

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