



## Investment Attraction Manager

Permanent, Full time

**Location: Medicine Hat, AB (on-site)**

Give yourself more by living in Medicine Hat. If you like long summers, lazy rivers, fresh coffee, winning sports teams, and lots of sunshine, then Medicine Hat is right for you. Small city living offers the value of home-grown businesses, the appreciation of knowing your neighbours, and relaxation in any form you want it. Working at the City of Medicine Hat, you will be part of a progressive team with a culture of partnership, innovation, and sustainability.

Medicine Hat Economic Development (MHED) is dedicated to promoting sustainable economic development and enhancing regional prosperity. MHED priorities include attracting, cultivating, and retaining a robust labour force, supporting and diversifying the local business climate, driving domestic and foreign investment, and laying the foundation for sustained growth. The Manager of Investment Attraction will play a pivotal role in attracting and securing new investments to our region. Reporting to the Director of Economic Development, the successful candidate will develop and execute strategies and work closely with a variety of internal and external stakeholders with the primary focus of attracting domestic and international investment to the City of Medicine Hat.

**APPLY AT:** <https://medicinehat.prevueaps.ca/jobs>

### Our ideal candidate:

- Has a strong understanding of investment principles, economic development strategies and industry trends.
- Can identify and target potential investors, both domestic and international.
- Has a proven track record of attracting and securing investment.
- Is experienced in building and nurturing cooperative relationships with government and industry stakeholders.
- Has the ability to create compelling strategies to sell Medicine Hat at investment promotion events, trade shows, and business missions.
- Demonstrates professional judgement, tact, diplomacy, and integrity.
- Is a critical thinker and solutions oriented, and open to new approaches and process improvements.
- Successfully monitors and reports on the progress of investment attraction initiatives.
- Has excellent oral and written communication skills.
- Is flexible, responsive, and available for evening and weekend travel when required.

### Qualifications:

- Successful completion of a Bachelors degree in business administration, economics, finance, marketing or a related field from a recognized post secondary institution; or extensive experience in the field of investment attraction, with a proven successful track record.
- Experience in sales and/or development would be considered an asset.
- Having a Master's degree, or in the process of obtaining one, would be considered an asset.
- Five (5) years experience in economic development or related roles.
- Possess a valid Alberta Class 5 Drivers License with an acceptable driving record

### Energizing our Future!

MHED is taking a holistic approach to diversifying our tax base by focusing on four pillars of economic development: Workforce Development, Business Development, Investment Attraction and Investment Growth and Readiness. Since hiring a new Director of Economic Development in July 2023, MHED has been gaining momentum! As of May 2024, the team includes three full time Economic Development Officers, an Accounts and Contracts Coordinator, a Rural Renewal Coordinator, and a Marketing Specialist. The addition of the Manager of Investment Attraction is the final lever needed to fully influence the four pillars that support a strong economy. Current projects include a regional economic development strategy, a suite of financial incentives to accelerate residential development, immigration programming, and industry focused business retention and expansion engagement.

**#brightideas**

*We thank all applicants; however only those shortlisted will be contacted.*

