



## **UAS Sector Development Specialist**

**Position type:** Full-time, Exempt

**Pay range:** \$65,000 - \$80,000 per year

**Location:** Grand Forks, ND

The Grand Forks Region EDC UAS Development Specialist is responsible for executing strategies to support primary sector business recruitment and expansion in the Grand Forks, N.D. region in the aerospace sector, primarily focused on autonomous systems and associated technology development. S/he will lead EDC initiatives to foster collaboration among industry partners and provide resources and expertise to engage with stakeholders and capitalize on new opportunities for industry development.

### **General Description of Responsibilities:**

- Support business attraction and expansion and ensure companies are aware of and actively use EDC services. Facilitate company access to necessary resources including financing support, potential regional partners, workforce training programs, and local leaders.
- Develop and deploy marketing and business development strategies to attract aerospace/UAS industries to the region including participation in appropriate affiliated organizations, conferences, and trade shows that align with the industry.
- Serve as the organization's primary representative and, when appropriate, assume leadership roles on strategic UAS initiatives and events such as the Base Retention and Investment Committee (BRIC), UAS Summit and Expo, Association for Unmanned Vehicle Systems International (AUVSI) Exponential, DroneBiz, and other committees and industry associations.
- Develop and maintain an inventory or regional UAS research, testing and training capabilities and promote to support the organization's UAS business development goals.
- Execute business expansion proposals and coordinate site visits.
- Identify trends specific to the aerospace/UAS sector and prepare and execute an annual UAS work plan to maximize the region's ability to proactively respond to industry opportunities.
- Track strategy and activity of FAA, DoD, federal research institutions and industry associations to identify expansion opportunities for regional UAS companies and attraction opportunities.

- Maintain an inventory of regional UAS supply chain capabilities and research & development efforts.
- Collaborate with the EDC marketing and communications manager to refine and enhance communication messages and branding that support the region's UAS sector development.
- Represent the Grand Forks Region EDC at community functions, seminars and forums as required/requested
- In-state and out-of-state overnight travel may be required with occasional international travel.

**Required Knowledge, Skills and Abilities:**

- Bachelor's degree and a minimum of three (3) years business and/or economic development experience and/or UAS experience and established network.
- Demonstrated ability to work within timelines to define and execute steps necessary to bring projects to successful conclusion.
- Strong interpersonal skills and demonstrated ability to function successfully in a team environment.
- Excellent communication skills, written and verbal. Must be comfortable speaking in public.
- Effective organization skills, with the ability to use independent judgment regarding work priorities.
- Adapt to rapid change.
- Competency in using standard office computer technologies including Microsoft Office and Internet resources to prepare reports, proposals, etc. and execute necessary research.
- Possess a valid Driver's License.

Final candidate will be required to pass a Background Check and Motor Vehicle Report.

**Application instructions available at:** <https://grandforks.org/inside-the-edc/careers/>

For more information on life in our region, visit [www.grandforksiscooler.com](http://www.grandforksiscooler.com)

For more information about our organization, visit [www.grandforks.org](http://www.grandforks.org)

Grand Forks Region EDC is an equal opportunity employer, and all qualified applicants will receive consideration for employment without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws.