



State of Alabama Personnel Department
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www.personnel.alabama.gov
Continuous Announcement

SENIOR ECONOMIC DEVELOPMENT REPRESENTATIVE – 11358

BUSINESS DEVELOPMENT OPTION - 337

Salary: \$66,331.20 - \$111,667.20

Announcement Date: October 16, 2013

Revised Date: September 14, 2022

JOB INFORMATION

The Senior Economic Development Representative (Business Development Option) is a permanent, full-time position with the Alabama Department of Commerce. Positions are located in Montgomery, Alabama. This is independent professional project management work in support of local, regional, or statewide economic development activities for the purpose of recruiting and expanding industry in the state of Alabama.

MINIMUM REQUIREMENT(S)

- Bachelor's degree from an accredited* four-year college or university in economic development, geography, business administration, marketing, engineering, or a related field
- Five years of responsible economic development experience to include four years managing new or existing industrial/business client projects and providing overall guidance in locating or expanding industry
- To be on the promotional register, applicants must have current, permanent status as an Economic Development Representative – 11357 (Business Development Option – 337) with the Alabama Department of Commerce.

SPECIAL REQUIREMENT(S)

- Applicants must possess a valid Alabama driver license and must be able to obtain an international passport.
- Extensive, overnight travel is required for this job.

NOTE(S)

- The required five years of responsible economic development experience must be within the past seven years.
- A graduate degree in economic development, international relations, international business, or a related field will be allowed to substitute for one year of the required experience.
- On the reverse side of this announcement is a required questionnaire. You should attach the completed questionnaire to your application and return it to State Personnel. Applications without the questionnaire attached will not be accepted.

EXAMINATION

- Open-Competitive to all applicants and Promotional to current state employees in the classification listed above
- Evaluation of Training and Experience as shown on the application and the questionnaire

HOW TO APPLY

- Complete an Application for Examination Form available at www.personnel.alabama.gov, the above address, or any Alabama Career Center Office.
- Apply by mail or by fax. Applications will be accepted until further notice. The State Personnel Department is not responsible for late receipt of applications due to mail service or faxing malfunctions.

*Veteran's credits are NOT allowed on promotional examinations.

THE STATE OF ALABAMA IS AN EQUAL OPPORTUNITY EMPLOYER

*Please refer to the back of this announcement for complete information on State Personnel's policy for accepting post-secondary and advanced degrees.

Senior Economic Development Representative Experience and Willingness Questionnaire

For each question, please check "YES" or "NO." If you check "NO," proceed to the next question. If you check "YES," provide any additional information requested about your work experience.

YES NO

_____ 1. Have you provided responses to formal site selection requests (e.g., RFP, RFI)?

_____ 2. Have you personally been accountable for establishing a full project itinerary?

Frequency (circle one): Monthly Quarterly Yearly
Level (circle any that apply): Local Statewide National International

_____ 3. Have you personally been accountable for establishing a client mission?

Frequency (circle one): Monthly Quarterly Yearly
Level (circle any that apply): Local Statewide National International

_____ 4. On what level have you provided overall project management in economic development?

Local # of Months: _____
Regional # of Months: _____
State # of Months: _____
National # of Months: _____
International # of Months: _____

_____ 5. Do you have overall project management experience with recruiting new or expanding existing industry?

New # of Months: _____ Percentage of Time: _____
Existing # of Months: _____ Percentage of Time: _____

_____ 6. Are you willing and able to acquire and maintain a valid Alabama driver license with the legally required automobile insurance?

_____ 7. Are you willing and able to acquire and maintain an international passport?

_____ 8. Are you willing to travel by all means of public, private, and commercial transportation (i.e., plane, helicopter, train, bus, taxi, etc.) to destinations within Alabama, the US, or internationally?

_____ 9. Are you willing to maintain strict confidentiality of information, records, reports, and files as outlined in agency policy, honor non-disclosure agreements, and keep information that is classified or confidential undisclosed?

_____ 10. Are you willing to participate in excessive, frequent, and/or long-term travel, including nights and weekends, to various domestic and international locations?

_____ 11. Are you willing to work one-on-one with individuals of different race, gender, and nationality in non-traditional settings outside of the office, such as in private homes, vehicles, hotel environments, etc.?

_____ 12. Are you willing and able to pay up front for necessary travel expenses for extended periods of travel or medical expenses in an emergency situation prior to reimbursement according to State of Alabama reimbursement policy?

_____ 13. Are you willing and able to furnish your own automobile for use on the job, if required? (Mileage will be reimbursed.)

Signature: _____ Last four numbers of SSN: _____