The Greater Sacramento Economic Council is the catalyst for innovative growth strategies in the Capital Region of California. The organization spearheads community-led direction to retain, attract, grow, and create new businesses, develop advanced industries, and create jobs throughout a six-county region. Greater Sacramento represents a collaboration between market leaders, influencers, key corporate stakeholders and local and state governments, with the sole mission of driving economic growth. Sacramento was founded on discovery, built on leadership, and fueled by innovation.

The Director of Research role is a team member with experience in the many facets of work that is executed by the Greater Sacramento Economic Council each day. This role acts in a thought leadership capacity leading organizational research priorities and efforts, ensuring connectivity among all areas of the action plan. This individual has demonstrated success in proof point development from a market analysis as well as a business development lens.

**Responsibilities Include:**

- Independently lead the identification and development of new data-centric value propositions for the Greater Sacramento region
- Research, collect, organize, and analyze economic data for metropolitan areas, states, and municipalities from various sources
- Analyze and prepare information to make a compelling business case for prospective clients interested in the region
- Serve as GSECs leading expert in data analysis, tracking and reporting on macro and micro level trends utilizing both primary and secondary data sources
- Provide research support and advice to other internal teams to co-develop marketing materials, strategic documents, and other analyses consistent with GSEC’s economic development objectives
- Conduct competitive market and industry analyses across all sectors
Utilize various public and private datasets to conduct advanced data and statistical analysis on regional economic trends as well as financial and economic impact modeling tools to conduct analysis and report on the economic impact.

Present to external audiences on behalf of GSEC and represent the organization at meetings, conferences, and other venues.

Oversee the day to day outcomes and activities of entry level research staff, interns and consultants.

Preferred experience:

- Masters degree preferred in related field.
- Strong computer skills, proficient in the MS Office suite of products as well as relational databases.
- Extensive evaluation, analytical and investigative skills to develop strong research proposals and policy briefs.
- Strong customer service, presentation and relationship management skills.
- Ability to juggle multiple projects and meet tight deadlines.
- An aptitude for appraising and organizing facts for thoughtful and thorough analysis.
- Demonstrated expertise in developing metrics that measure the success of program drivers and impact.
- Comfort working in a fast-paced environment and doing hands-on work in a growing organization.
- Strong familiarity with quantitative and qualitative research design and techniques.
- Possess experience in economic development or related industry.
- Direct policy experience in local, state or federal government.

Required experience:

- Bachelors degree in economics, finance, business, public policy, planning or other related fields.
- 4+ years of relevant work experience in economic development related market research and/or business development.

Benefits:
Competitive Salary, Employer paid medical, dental and vision for the employee, 401(k) with a generous employer match, on-site gym, paid parking

Job Type:

- Full-time, salaried, exempt