

Fourth Economy Consulting Business Retention, Expansion, Attraction Specialist

What: Fourth Economy is looking for a new member to join our dynamic team of consultants. We are especially looking for individuals that are interested in advancing innovative models of business engagement and developing effective strategies for regional economic development. This particular position provides a unique opportunity for the right candidate; it will be our first full-time employee outside of our home market and will be based in the Greater Newport and East Bay, Rhode Island area.

The position will support our engagement with the Newport County Chamber of Commerce and the newly created Regional Economic Development Division. The BRE Specialist will be expected to provide approximately 80% effort with the business retention, expansion and attraction role that our team is serving in the community. The remainder of the work with Fourth Economy will center on providing support and business development activities related to other client engagement opportunities of the firm.

Fourth Economy Consulting has a five year track record of projects in Rhode Island and New England and now is the time for us to grow our on the ground presence in the region.

Fourth Economy Consulting serves a diverse set of clients, from community-based non-profits to state economic development agencies, and we are looking for someone who is open to being intellectually challenged and inspired to be creative. We learn something new with every engagement and revel in our client successes.

Who: Strategic thinkers with at least 2-4 years of experience working in economic development, business, public policy, project management or planning. Master's Degree preferred.

We are looking for people with a range of qualifications and interests including:

- Business Understanding - ability to interact with both large and small business leaders and understand the pressures and opportunities they face, previous experience in 'calling' on businesses to understand their needs is a plus
- Facilitation skills – small and large groups; design-thinking approach is a focus
- Interview experience – ability to get beyond the basic responses
- Entrepreneurial spirit – looking to solve challenges
- Ability to work independently and to partner effectively with colleagues and clients
- Comfort with finding and using quantitative and qualitative data
- Strong oral and writing skills – often including translation of data
- Ability to manage multiple projects, meet deadlines, and be flexible in workload prioritization
- Comfort with tools for project management, data analysis, presentation and communication.

How much: We offer a competitive salary and benefits package. Fourth Economy offers a flexible work environment with opportunities for professional development and meaningful involvement in business development for all employees. We are committed to making this first 'remote' employee a great success and will structure an interactive engagement process with the rest of the team.

Where: This position will primarily work out of the Newport County Chamber of Commerce offices in Newport, Rhode Island. Our headquarters office, which we will expect travel to, is located in Pittsburgh's North Side in the Chateau neighborhood.

Apply: Send cover letter and resume to pia.bernardini@fourtheconomy.com. Tell us how you think you can help us. Applications will not be considered without a cover letter.

About Fourth Economy: Fourth Economy Consulting is a small economic development consulting firm – we just celebrated our 7th anniversary. We envision a world where people are empowered to be co-creators of a sustainable future. We equip change agents with the tools to build better communities and stronger economies. Our clients include community and economic development organizations, local and state governments, innovation intermediaries, colleges, universities, and businesses. For more information on the types of work we do please see our [project portfolio](#).