

Vice President, Research & Strategy

(Last Updated September 2020)

The Vice President of Research & Strategy role has experience in the many facets of work that is executed by the Greater Sacramento Economic Council (GSEC) each day. GSEC is seeking an experienced professional to manage a research and strategy portfolio with direct relevance to our mission to be the catalyst for innovative growth through a community led effort to attract, retain, grow and scale businesses in the Greater Sacramento region. The research efforts are wide-ranging, focusing on economic development, industry and competitiveness. 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. The Vice President of Research & Strategy reports to the Senior Vice President and oversees a small team of dedicated researchers and interns who support the executive in all levels of research, data gathering and analysis and policy efforts.

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
- Assist the Senior Vice President in policy and legislation research at the state and local level
- Ensure all GSEC data is updated and accurate through coordinated effort internal and external partners
- Draft reports, white papers and another briefing document for both internal and external dissemination
- 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
- Track latest developments in economic development and innovation policies at the federal, state, local and international levels
- Ensure the organization is on the cutting edge of competitive market and industry analyses, including but not limited to emerging sectors
- Proactively and constantly evaluate new data sources and develop new analytical approaches to improve the research team's efforts
- Serve as the organizational expert on the state of California's incentive programs and also track, monitor and evaluate programs in competition regions and states
- Research state and local policies as related to GSEC's action plan and organizational goals
- Oversee the day to day outcomes and activities of entry level research staff and interns

DESIRED SKILLS AND EXPERIENCE:

- Master's in economic, public policy, finance, or related field
- Strong computer skills, proficient in the MS Office suite of products, as well as relational databases
- Extensive evaluation, analytical and investigate skills to develop strong research proposals and policy briefs
- Strong 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

BENEFITS:

Salary is competitive. Greater Sacramento offers a full range of benefits including: 100% employer paid medical, dental and vision for the employee, 401(k) with generous match, paid parking, and paid onsite gym.

JOB TYPE:

Full-time, salaried, exempt