

DEPARTMENT OF ECONOMIC AND COMMUNITY DEVELOPMENT  
JOB OPPORTUNITY  
BUSINESS DEVELOPMENT MANAGER – DOMESTIC AND INTERNATIONAL  
POSITION 00100122

[PLEASE FOLLOW THE SPECIFIC APPLICATION FILING INSTRUCTIONS AT THE BOTTOM OF THIS PAGE!](#)

**Open To:** CANDIDATES ON A CURRENT EXAMINATION LIST.

**Location:** 505 Hudson Street, Hartford

**Job Posting No:** 100122

**Hours:** 40 hours per week

**Salary:** \$88,505 - \$113,525

**Closing Date:** March 29, 2012

**Eligibility Requirement:** Candidates must have applied for and passed the Business Development Manager – Domestic and International examination and be on the current certification list promulgated by the Department of Administrative Services for this classification. Applicants will not have the opportunity to take the exam prior to the above closing date to qualify for this particular vacancy.

**NOTE:** This position will be assigned to the Business Development Division and report directly to the Business Development Administrator.

**About the Agency:** The mission of the Connecticut Department of Economic and Community Development (DECD) is to implement strategies to increase the state's economic competitiveness. DECD staff work to create and retain jobs, revitalize neighborhoods and communities, and solidify the state's reputation as a high-tech leader in innovation and productivity.

**Minimum Qualifications Required**

**Knowledge, Skill and Ability:** Considerable knowledge of and ability to apply management principles and techniques; considerable knowledge of relevant State and Federal laws, statutes and regulations; considerable knowledge of principles and practices of economic development at international, federal, state, regional and local levels; considerable knowledge of domestic and international business development, marketing, sales and finance; considerable knowledge of foreign business structures, finance and economies; considerable knowledge of sales force management; considerable knowledge of capture management; knowledge of diverse cultures and customs; considerable negotiation skills; considerable interpersonal skills, considerable oral and written communication skills; ability to analyze business plans and financial statements.

**General Experience:** Nine (9) years of professional experience in business development which includes marketing, sales force management, financial analysis, proposal development and negotiation of complex business transactions, of which four (4) years include international business development experience.

**Special Experience:** One (1) year of the General Experience must have been in a business development managerial capacity. **Note:** Business development managerial capacity is defined as a leadership of a business development unit managing and directing business development and sales initiatives which includes planning, organizing, directing and controlling resources.

**Substitution Allowed:** College training in business administration may be substituted for the General Experience on the basis of fifteen (15) semester hours equaling one-half (1/2) year of experience to a maximum of four (4) years for a Bachelor's degree. A Master's degree in business, marketing or public administration or a closely related field may be substituted for one (1) additional year of the General Experience.

**Special Requirement:** Incumbents in this class may be required to travel domestically and internationally. Incumbents in this class may be required to speak a foreign language.

**Application Instructions:** Interested and qualified candidates who meet the above requirements should submit a cover letter, a resume, and a Form CT-HR-12 (application for employment) found on the DAS website **no later than close of business March 29, 2012** to:

DEPARTMENT OF ECONOMIC AND COMMUNITY DEVELOPMENT  
Human Resources Office  
505 Hudson Street  
Hartford, CT 06106

**Note:** The filling of this position will be in accordance with reemployment, SEBAC, transfer, promotion and merit employment rules if applicable.

**AN AFFIRMATIVE ACTION/EQUAL OPPORTUNITY EMPLOYER**

The State of Connecticut is an equal opportunity/affirmative action employer and strongly encourages the applications of women, minorities, and persons with disabilities.