

GREATER ST. LOUIS INC.

SEARCH FOR:
DIRECTOR
BUSINESS RETENTION & EXPANSION



Search conducted by:



Next Move Group
We Are Jobs

ABOUT GREATER ST. LOUIS INC.



Greater St. Louis, Inc. is the regional economic development organization working to drive growth, create jobs, attract investment, and strengthen the 15-county, bi-state St. Louis region.

Founded in 2021 through the combination of five legacy organizations - AllianceSTL, Arch to Park, Civic Progress, Downtown STL, Inc., and the St. Louis Regional Chamber - Greater St. Louis, Inc. brought together decades of regional leadership under one organization and a shared strategy for economic growth.

Today, GSL works alongside businesses, civic leaders, economic development partners, and communities throughout Missouri and Illinois to strengthen the region's competitiveness and create long-term economic opportunity. Its work focuses on driving economic growth, building a world-class downtown, and strengthening the 15-county region.



COMMUNITY LIFE



Life in the St. Louis region combines the energy and amenities of a major metropolitan area with distinctive neighborhoods, abundant green space, celebrated cultural attractions, and a strong sense of community.

At the center of the region's outdoor and cultural life is **Forest Park, a 1,300-acre urban park** with more than 30 miles of paths and trails. The park is home to the Saint Louis Zoo, Saint Louis Art Museum, Missouri History Museum, Saint Louis Science Center, and The Muny.

Sports are also deeply woven into the region's identity. **The St. Louis Cardinals** have won 11 World Series championships, while the Blues and St. Louis CITY SC add NHL hockey and Major League Soccer to the city's year-round sports culture.

From professional sports and live music to parks, museums, restaurants, historic neighborhoods, and family attractions, St. Louis offers a wide range of experiences for those who call the region home.



SCHOOLS



The St. Louis region is supported by a deep network of colleges, universities, community colleges, and technical training institutions that help build the talent pipeline for employers throughout the 15-county region.

With 40 colleges and universities and approximately 30,000 degrees awarded annually, the region provides employers with access to talent across business, engineering, health care, technology, bioscience, manufacturing, and other key industries. Greater St. Louis also reports a 1.5 million-person workforce, with more than 75,000 people employed in STEM occupations in 2024.

Among the region's higher education institutions are Washington University in St. Louis, Saint Louis University, the University of Missouri–St. Louis, Southern Illinois University Edwardsville, Webster University, Lindenwood University, Harris-Stowe State University, and St. Louis Community College, along with numerous technical and specialized training providers.



40

COLLEGES &
UNIVERSITIES



30,000

DEGREES AWARDED
ANNUALLY



75,000+

STEM WORKERS

EXISTING INDUSTRIES



St. Louis is home to one of the nation's most diverse metropolitan economies, with a strong foundation of established industries and emerging technologies. The region's combination of skilled talent, research institutions, major employers, and infrastructure has created nationally competitive clusters that continue to drive investment and job growth.

ADVANCED MANUFACTURING & AEROSPACE

St. Louis has a long history of manufacturing and aviation leadership. Today, the region supports 2,750 manufacturers and 118,000 manufacturing employees, while ranking 5th among U.S. metros for aerospace manufacturing employment.

BIOSCIENCE & HEALTH INNOVATION

St. Louis' bioscience ecosystem brings together major research universities, health systems, pharmaceutical companies, startups, and advanced manufacturers. The region's bioscience industry employs more than 15,000 people, while the 200-acre Cortex Innovation District is home to hundreds of companies and nearly 6,000 employees.

AGRI-FOOD & PLANT SCIENCE

Greater St. Louis is a global center for plant science and agtech, with more than 1,000 plant scientists and the 39 North AgTech Innovation District. The district is anchored by Bayer Crop Science and the Donald Danforth Plant Science Center, the world's largest nonprofit plant science institute.



EXISTING INDUSTRIES



GEOSPATIAL & DEFENSE TECHNOLOGY

St. Louis has emerged as a national center for geospatial technology, anchored by the National Geospatial-Intelligence Agency (NGA) and its new \$1.75 billion NGA St. Louis campus. The region supports approximately 10,600 geospatial-related jobs and a growing network of technology, defense, intelligence, and startup companies.

FINANCIAL & BUSINESS SERVICES

St. Louis is a major center for financial and professional services, with strengths in investment management, banking, insurance, fintech, accounting, legal services, and corporate operations. The region is home to major companies including Edward Jones, Stifel, Reinsurance Group of America, and Commerce Bank, along with a broad network of financial and business service firms.

TRANSPORTATION & LOGISTICS

Located near the geographic center of the United States, St. Louis offers multimodal access through interstates, railroads, airports, and the Mississippi River. Its location and freight infrastructure connect regional employers to markets throughout North America and support the movement of goods across a wide range of industries.



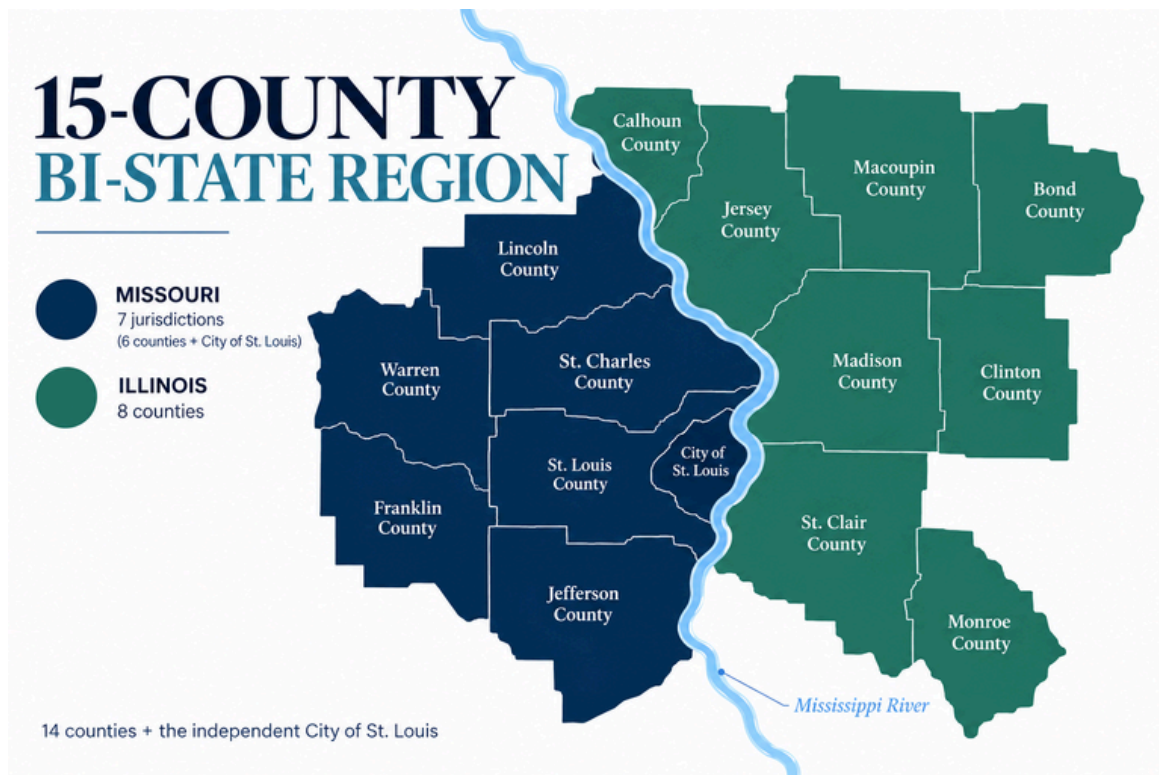
STRATEGIC LOCATION & REGIONAL REACH



Located near the center of the United States, the St. Louis region provides businesses with access to major markets, customers, suppliers, and talent across the country.

Greater St. Louis, Inc. represents a 15-county, bi-state region spanning Missouri and Illinois, bringing together communities on both sides of the Mississippi River as one interconnected economy. The region's central location is supported by an extensive network of interstate highways, freight and passenger rail, river transportation, and air service.

St. Louis Lambert International Airport provides domestic and international connectivity, while the Mississippi River and regional freight infrastructure reinforce St. Louis' longstanding role as a major transportation and logistics hub.



15 COUNTIES
Bi-State Region



2 STATES
Missouri + Illinois



4 INTERSTATE HIGHWAYS
I-44 • I-55 • I-64 • I-70



MISSISSIPPI RIVER
Global Freight Access

THE POSITION



Greater St. Louis, Inc. is seeking a relationship-driven economic development professional to serve as Director, Business Retention & Expansion and help execute a proactive regional strategy supporting existing employers throughout the 15-county St. Louis region.

The Director will serve as a trusted advisor to regional employers, building executive-level relationships and identifying expansion opportunities, retention risks, workforce challenges, and other business needs.

Working collaboratively with local economic development organizations, utilities, workforce partners, higher education institutions, and other regional stakeholders, the Director will connect companies with the resources and solutions they need to grow and succeed.

This role offers the opportunity to directly support business growth and investment while helping strengthen the long-term economic prosperity of the St. Louis region.



DUTIES & RESPONSIBILITIES



The Director of Business Retention & Expansion will lead proactive engagement with existing employers throughout the St. Louis region. Through executive relationship-building, company visits, and strategic account management, the Director will identify opportunities for growth, address business challenges, and connect companies with the resources needed to succeed.

- Develop and maintain strong executive relationships with existing employers across the 15-county St. Louis region.
- Conduct company visits to identify expansion opportunities, retention risks, workforce challenges, and other business needs.
- Manage a portfolio of target companies using a structured account management approach.
- Lead expansion and retention projects from initial opportunity identification through implementation.
- Coordinate with local economic development organizations, utilities, workforce partners, higher education institutions, and other regional stakeholders to address company needs.
- Serve as a trusted resource to regional employers, connecting companies with appropriate programs, partners, and solutions.



DUTIES & RESPONSIBILITIES



- Maintain accurate company intelligence, relationship activity, and project information within Salesforce.
- Monitor industry trends and emerging business issues to proactively identify opportunities for employer engagement.
- Support investor engagement activities by strengthening relationships with Greater St. Louis, Inc. member companies.
- Represent Greater St. Louis, Inc. at meetings, events, conferences, and industry functions throughout the region.
- Collaborate across organizations and jurisdictions to address employer needs and move business retention and expansion projects forward.
- Contribute to BRE program strategy, performance reporting, and continuous improvement initiatives.

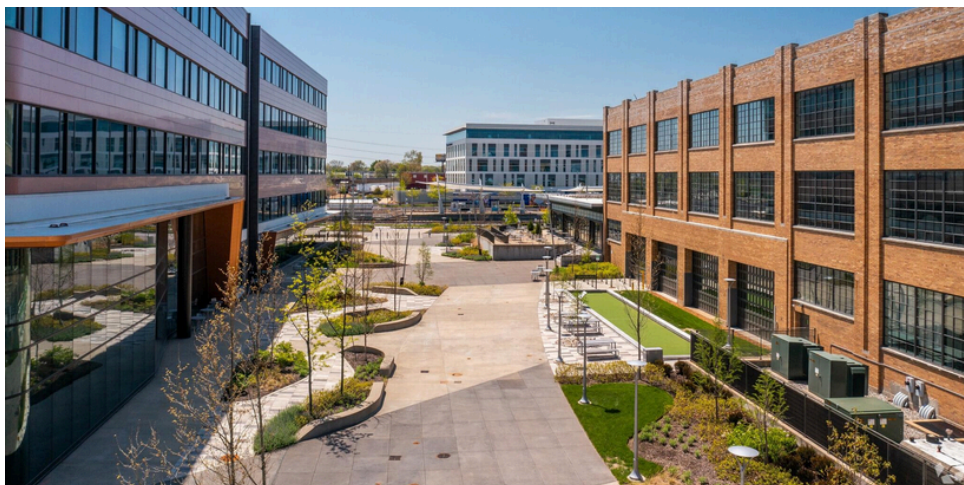


KNOWLEDGE & SKILLS



The successful candidate will be a collaborative, strategic, and solutions-oriented professional with the ability to build trusted relationships with business leaders and regional partners. This individual should be comfortable engaging senior executives, identifying business needs, managing multiple priorities, and bringing partners together to help companies grow and succeed.

- Experience in economic development, business development, account management, corporate relations, or a related field.
- Outstanding relationship-building and communication skills, with the ability to effectively engage senior executives and business leaders.
- Strong strategic thinking and problem-solving abilities with a solutions-oriented approach to business challenges.
- Ability to manage multiple projects, company relationships, and priorities simultaneously while maintaining strong attention to detail.
- Ability to collaborate across organizations and build consensus among diverse public, private, and institutional stakeholders.
- Excellent organizational, written, verbal, and presentation skills.
- Experience using CRM systems, with Salesforce experience preferred.
- Self-motivated and comfortable working independently while contributing to a collaborative team environment.
- Ability to represent Greater St. Louis, Inc. professionally with employers, investors, community partners, and regional stakeholders.



COMPENSATION & BENEFITS



Salary: \$75,000-175,000 annually dependent on experience.

Greater St. Louis, Inc. offers a competitive compensation and benefits package designed to attract and retain talented professionals committed to advancing the St. Louis region.

Benefits:

- Medical, Dental, Vision - 100% paid for employees by GSL
- Basic Life - 100% paid for employees by GSL
- Accidental Death & Dismemberment (AD&D) - 100% paid for employees by GSL
- Short-Term Disability - 100% paid for employees by GSL
- Long Term Disability - 100% paid for employees by GSL
- 401K- Greater St. Louis, Inc. immediately matches 100% of employee contributions, up to 5% of their annual salary. All contributions are fully vested
- Reimburse up to a maximum of \$5,000 for qualifying adoptions
- Health Savings Account Program or Flexible Spending Accounts • Educational Assistance Program - up to a maximum of \$1,500 per calendar year
- Ongoing Professional Development
- Employee Assistance Program (EAP)
- \$85 per month for cell phone use
- Parking provided in Metropolitan Square Building or public transportation pass
- Access to onsite fitness center

BACKGROUND

The final candidates will undergo background checks and credit checks that may include:

- Criminal records
- Driving records
- Education completion
- Personality profile assessments



HOW TO APPLY

**SUBMIT YOUR RESUME ELECTRONICALLY
POSITION OPEN UNTIL NOVEMBER, 06, 2026**

**TO APPLY, VISIT
jobs.thenextmovegroup.com/stlouisbre
or email liv@thenextmovegroup.com**



GET IN TOUCH

**If you have questions, please reach out to
Alivia Tipton at liv@thenextmovegroup.com or
(800) 764-3105**

Search Conducted By:



Next Move Group
We Are Jobs