

Regional Director
Northwest Michigan Small Business Development Center
Traverse City Michigan

Networks Northwest is seeking a dynamic and business-minded professional to lead the Northwest Michigan Small Business Development Center.

As a key member of the Networks Northwest senior leadership team, the Regional Director is responsible for providing comprehensive leadership and management of the Michigan SBDC Regional Center serving the 10 counties of Northwest Lower Michigan. The Michigan Small Business Development Center (SBDC) provides consulting, training, market research and technology commercialization services to assist small business to launch, grow, transition and innovate.

The Regional Director is an iconic champion for entrepreneurs within the community while identifying new programs and services to meet the ever-changing needs of the entrepreneurial community. This individual ensures that all programs are operating in compliance, while providing inspirational leadership and being a great team member.

This position will have you working in one of the most desirable regions of Michigan. The position is based in the Networks Northwest Traverse City office. Consideration will be given for remote and itinerate work throughout the Networks Northwest 10 county service area.

Responsibilities of this position include, but are not limited to:

- Provide inspirational leadership to the regional team.
- Represent the SBDC program and Networks Northwest at business and community functions and activities.
- Select, train, and manage professional staff.
- Liaison and collaborate with the state SBDC Lead Center and other regional SBDC directors.
- Responsible for the development and implementation of a regional SBDC strategic plan.
- Responsible for the financial health of the regional center by effectively managing the program budget.
- Responsible for developing a base of external funding. Funding sources include Federal and State grants, contracts, sponsorships and earned income.
- Responsible for developing and implementing region-wide strategic business assistance programs to include small business related courses and seminars, research support services, and advocacy.
- As needed, provide one-on-one business consulting assistance, training, and research.

Required Qualifications include:

- Bachelor's degree from an accredited college or university program in Business Administration, Public Administration, or a related field.

- Equivalent of five (5) years of full-time experience as a business owner or manager in a small business. Experience in an SBDC or economic development organization can be substituted for up to three (3) years of direct business experience.
- Demonstrated success as a highly skilled leader, manager, and administrator.
- Demonstrated oral and written communication skills with well-developed analytical and problem solving skills.
- Demonstrated knowledge of evaluation methods and quality control techniques in direct program service delivery.
- Demonstrated experience in the successful administration of multiple projects.
- Demonstrated ability to build strategic partnerships and collaborations.

This is a full-time salaried position; salary will be commensurate with experience. The employee is entitled to the Networks Northwest fringe benefits package that includes: Comprehensive health, dental and vision insurance with employer paid premiums; life insurance; employer paid deferred compensation retirement package; paid vacation, paid sick leave, and paid holidays; company vehicle, cell phone, and computer.

How to Apply:

Interested candidates are to forward cover letter and resume by 5:00 p.m. on October 8th, 2021 to: Terry Vandercook, Networks Northwest Chief Program Officer at terry.vandercook@networksnorthwest.org Learn more about Networks Northwest by visiting www.networksnorthwest.org