

**HICKEY GLOBAL**  
**ECONOMIC DEVELOPMENT CONSULTANT**

**SCHEDULE:** Full Time

**EXPERIENCE:** 5+ years

**LOCATION:** Canada – Remote Position

**SALARY:** \$90,000 to 105,000 CAD (commensurate with experience)

**ROLE SUMMARY**

Economic Development Consultant will be a key member of the Hickey Global team and will work with clients to deliver custom solutions for economic development organizations. The Consultant will participate in lead generation, proposal development, creating and maintaining client relationships, project management, and project delivery. The ideal candidate will provide thorough analysis and strategic insight to economic development organizations.

**PRIMARY DUTIES:**

- Cultivate and maintain trusting long-term relationships with new and existing clients.
- Identify prospects within Canada and use knowledge to acquire new clients.
- Responsible for the success of delivering Hickey Global's products and services to clients.
- Assist in new business development activities including conferences, tradeshow, presentations and speaking opportunities.
- Serve as liaison for Hickey Global Canada to the other Hickey Global teams.
- Educate clients on economic development principles and strategy through written studies and presentations.
- Participate in projects with direct interface with individuals and groups across a wide range of backgrounds.
- Contribute to data collection for research tasks.
- Work with a team to create new products as opportunities arise.

**KEY QUALIFICATIONS**

- Minimum 5 years of experience in economic development, workforce development, site selection, or investment promotion.
- Strong skills in Excel and PowerPoint.
- Good research capabilities, familiarity with census data
- Bachelor's Degree in Economic Development, Planning, Geography, Political Science, and/or Business preferred.
- Strong communication and interpersonal skills
- Ability to network within a broad array of government and non-profit leaders.
- Ec.D. and/or CEcD credential is a plus.
- Ability to travel.

Each person is entitled to participate in the appointment process in the official language of their choice. Hickey Global Canada is an equal opportunity employer and committed to providing an inclusive and barrier-free work environment, starting with the hiring process. If you need to be accommodated during any phase of the evaluation process, please use the Contact information below to request specialized accommodation. All information received in relation to accommodation will be kept confidential.