



Great Falls Montana Development Authority Three Great Career Opportunities

3/5/23

Business Development Officer

Food and Agricultural Processing Industry Specialist

Great Falls Montana Development Authority

Dynamic, self-motivated professional sought to join our passionate, creative, fast-paced, results-driven economic development team. Help us to attract food, ag and bio-processing companies to invest in new facilities in our region, and to attract reinvestment from existing companies. We're looking for natural salesperson who thrives on reaching out and meeting new people. This is a Business Attraction Specialist focused on expanding food/beverage/ingredient/bioscience businesses in the Great Falls Montana Region. Experience in supply chain management for food/ingredient/beverage/bioscience manufacturing and/or sales experience, and cold calling would be helpful but not required. We require someone who likes reaching out to new people, asking questions, learning, and working hard. Involves identifying potential companies to target for attraction, developing compelling business cases and proposals, developing relationships with target companies, and securing their commitment to invest in new facilities. Also involves strengthening relationships with existing companies in our region, providing services to existing businesses, and securing reinvestment to expand facilities. Requires excellent writing, computer, and communication skills. Live in the Great Falls area on the Missouri River along the Rocky Mountain Front and work with a great team! Salary range \$55,000-70,000 with excellent benefits, professional development, growth opportunities, and flexible work environment. This position requires candidates to live in or relocate to the Great Falls Montana region. EOE. Cover letter and resume to Brett Doney, President/CEO, BDoney@GrowGreatFalls.org. Open until we find a great candidate.

Small Business Advisor

Director Regional Small Business Development Center

Economic Development CDFI

Great Falls Montana Development Authority

Dynamic, self-motivated leader sought to join our passionate, creative, fast-paced, and results-driven economic development team in Great Falls, Montana. Lead our 7-county Small Business Development Center (SBDC). Help start-up entrepreneurs

and existing small businesses with business planning, improving profitability, introducing new products and services, market research, business management, obtaining equity and debt financing, getting export ready, and more. Help second stage companies to position themselves for growth. Provide one-on-one advising/coaching and trainings both in person and online. Supervise 1.5 SBDC team members and work with our entire 18 member staff team. Develop and strengthen our entrepreneurial ecosystem public and private partnerships. Position requires business experience, business financing knowledge, and excellent communication and interpersonal relationship skills. Requires travel to businesses throughout our region. Salary range \$60,000-70,000 with excellent benefits, professional development, growth opportunities, and flexible work environment. Requires candidate to live in the vicinity of Great Falls, Montana, a fantastic community with cost of living only 85.6% of the national average. We are proud to be an Equal Opportunity Employer! Please send a cover letter and resume to Brett Doney, President & CEO, at BDoney@GrowGreatFalls.org. Position open until we find a great candidate.

**Loan Originations & Closing Associate
Economic Development CDFI
Great Falls Montana Development Authority**

Dynamic, self-motivated leader sought to join our passionate, creative, fast-paced, and results-driven economic development team in Great Falls, Montana. Work with our diverse loan clients, ranging from start-up entrepreneurs to multi-national companies, nonprofits and real estate developers, our many lending and community partners, and our staff team to originate creative gap and bridge loans. Help clients through the application process and to prepare for loan closing. Prepare loan documents, set-up new loan files, and confirm all necessary documentation and conditions are met. Position requires excellent communication, juggling and organizational skills. Attention to detail is important because we work with many different government financing programs. Commercial lending experience helpful, but not required. May require travel to businesses throughout our region. Salary range \$45,000-50,000 with excellent benefits, professional development, growth opportunities, and flexible work environment. Candidates with bookkeeping experience in Quickbooks who can provide backup accounting help will be given a preference. Requires candidate to live in the vicinity of Great Falls, Montana, a fantastic community with cost of living only 85.6% of the national average. We are proud to be an Equal Opportunity Employer! Please send a cover letter and resume to Brett Doney, President & CEO, at BDoney@GrowGreatFalls.org. Position open until we find a great candidate.

Organization Information

We are growing! The Great Falls Development Authority (GFDA) is a regional public/private economic development organization that serves the 13-county urban/rural/tribal Great Falls Montana trade area. We are a certified Community Development Financial Institution, formed as a Montana nonprofit corporation with charitable 501 (c) 3 status. Our economic development efforts include business retention and expansion, business attraction, entrepreneurship, gap/bridge financing, brownfield redevelopment, talent attraction, and downtown/riverfront revitalization.

We have built an exceptional 18-member full time professional economic development team. We host a Montana Small Business Development Center, Procurement Technical Assistance Center and Food & Ag Development Center and provide office space to the Montana Manufacturing Extension Center. We helped create and are partners in the Montana Defense Alliance, Great Falls Downtown Development Partnership, and Great Falls Tourism Alliance. We have \$22 million in loan capital, and through our non-profit affiliate, High Plains Financial, we offer SBA 504 loans statewide. GFDA is the developer of the Great Falls AgriTech Park, a 1,000+ acre BNSF Premier-certified rail industrial park.

GFDA is a partnership comprised of a wide array of partners. These include Cascade County, the Great Falls Area Chamber of Commerce, NeighborWorks Great Falls, Great Falls Tourism, Great Falls International Airport, Great Falls Public Schools, the Little Shell Tribe of Chippewa Indians, Great Falls College Montana State University, the University of Providence, Great Falls Business Improvement District, Central Montana Building Trades, Great Falls Homebuilders Association, and over one hundred fifty businesses in the region.

GFDA was the first economic development organization in the Rocky Mountain West to earn accreditation from the International Economic Development Council. We continue to earn the Platinum Seal of Transparency from Candid/GuideStar. Our efforts have won awards from the National Association of Development Organizations, the International Economic Development Council, the National Brownfield Conference, the U.S. Small Business Administration, and the Montana Economic Developers Association.

We offer a positive teamwork environment, competitive salaries and benefits, professional development, flex and remote work, and advancement opportunities. We are proud to be an Equal Opportunity Employer.

Great Falls & Montana's Golden Triangle

Great Falls Montana has been ranked as one of the best 100 cities to live in by Livability.com. We're ranked 4th best market in the nation for first-time

homebuyers. We offer an exceptional quality of life, excellent schools and health care, affordable housing, and unparallel outdoor recreation opportunities. Our cost of living is 89.5% of the national average, making us one of the most affordable communities in Montana. Live on the great falls of the Missouri River on the Rocky Mountain Front!

Here are some web sites that provide more information about Great Falls:

Great Falls Development Authority	www.GrowGreatFallsMontana.org
Great Falls Relocation	www.LiveInGreatFalls.com
Great Falls Montana Tourism	www.VisitGreatFallsMontana.org
Downtown Great Falls Partnership	www.ExploreDowntownGF.com
Great Falls Public Schools	https://gfps.k12.mt.us
Great Falls Airport	www.flygtf.com
Great Falls Homebuilders Association	www.hbagf.org
Great Falls Tribune	www.greatfallstribune.com
KRTV Great Falls	www.krtv.com
Benefis Health System	www.benefis.org
Alluvion Health	https://alluvionhealth.org
Great Falls College MSU	www.gfcmsu.edu
University of Providence	www.uprovidence.edu
Great Falls Talus Apartments	www.livetalus.com