



Great Falls Montana Development Authority Great Career Opportunities

8/10/23

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 companies to position themselves for growth. Provide one-on-one advising/coaching and training, 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 of 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 \$65,000-75,000 with excellent benefits, professional development, growth opportunities, and flexible work environment. Requires candidate to live in or relocate to the vicinity of Great Falls, Montana, a fantastic community with cost of living only 86% of the national average. We are proud to be an Equal Opportunity Employer! Please send a cover letter and resume to Tracy Heggem, at Tracy@GrowGreatFalls.org. Position open until we find a great candidate.

Small Business Adviser (SBDC) & Project Manager

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. This is a full-time position with split duties. Work 50% time as a small business adviser and trainer for our 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 training, both in person and online. Develop and strengthen our entrepreneurial ecosystem public and private partnerships. Work the other 50% as a Project Manager on our Brownfields program and AgriTech Park project. Help clients arrange brownfield property assessments and manage our industrial park tenant association. Position requires business experience, project management, and excellent communication and interpersonal relationship skills. Requires travel to businesses throughout our region. Salary range \$50,000-55,000 with excellent benefits, professional development, growth opportunities, and flexible work environment. Requires candidate to live in or relocate to the vicinity of Great Falls, Montana, a fantastic community with cost of living only 86% of the national average. We are proud to be an Equal Opportunity Employer! Please send a cover letter and resume to Tracy Heggem, at Tracy@GrowGreatFalls.org. Position open until we find a great candidate.

Food and Ag Business Development Officer
Economic Development CDFI
Great Falls Montana Development Authority

Dynamic, self-motivated professional sought to join our fast-paced, results-driven economic development team. We're looking for a natural salesperson who thrives on reaching out and meeting new people in order to expand food/beverage/ingredient/bioscience businesses in the Great Falls Montana Region. This position focuses on: 1. Identifying potential targets, developing compelling business cases and proposals, building relationships, and securing commitments to invest in new facilities; 2. Providing a cache of resources: market research, data, and funding opportunities; 3. Strengthening existing business relationships by connecting them with additional resources and services based on their needs. Requires excellent writing, computer, and communication skills. Experience in supply chain management for food/ingredient/beverage/bioscience manufacturing and/or sales experience, and cold calling would be helpful but not required. Salary range \$55,000-65,000 with excellent benefits, professional development, growth opportunities, and flexible work environment. We are proud to be an Equal Opportunity Employer! Requires candidate to live in or relocate to the vicinity of Great Falls, Montana, a fantastic community with cost of living only 86% of the national average. Please send a cover letter and resume to Tracy Heggem, at Tracy@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, APEX Accelerator 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 \$35 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 unparalleled 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!

Visit the following websites for more information about the Great Falls Region:

Great Falls Development Authority	www.GrowGreatFallsMontana.org
Great Falls Relocation	www.LiveInGreatFalls.com
Great Falls Montana Tourism	www.VisitGreatFallsMontana.org
Central Montana Tourism	https://centralmontana.com
Downtown Great Falls Partnership	www.ExploreDowntownGF.com
Great Falls Public Schools	www.gfps.k12.mt.us
Great Falls Airport	www.flygtf.com
Great Falls Association of Realtors	www.gfar.realtor
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	www.alluvionhealth.org
Great Falls Clinic	www.gfclinic.com
Great Falls College MSU	www.gfcmsu.edu
University of Providence	www.uprovidence.edu
Touro College of Osteopathic Medicine	https://tourocom.touro.edu
Talus Apartment Homes	www.livetalus.com
Arc Apartment Homes	https://arcgreatfalls.com