

## **Director of Program Development**

### **Overview**

Waymaker Group is looking for a new team member to join our fast-growing consulting firm of dynamic individuals working to expand innovation districts across the heartland. The Director of Program Development will work with senior leadership teams in public and private industry environments designing new cluster programming, guiding program implementation, and developing partnership strategies to fund innovation districts. You'll lead strategic planning initiatives to identify, build and match federal, state, and local funding efforts with municipal, higher education and nonprofit clients throughout the middle U.S. With billions of dollars targeted toward technology clusters in the middle-US through federal programs like the CHIPS and Science Act, there has never been a better time to be involved with heartland economic development.

About Waymaker Group - Waymaker Group is a full-service economic development firm focused on helping mid-market cities plan and fund mixed-use innovation districts, attract anchor tenants, build diverse talent pipelines, and propel inclusive growth. Our clients have the vision, and resources needed to leapfrog other markets and the grit it takes to succeed. In the last two years, we've grown from one city to six and expanded our team to include nationally renowned, hands-on experts. Together, with our clients, we build and grow innovation districts in half the time.

Just like the cities we serve, Waymaker Group values all individuals' unique roots and histories. We are committed to building a team that realizes the strength of diverse backgrounds to serve our clients and each other better. Waymaker Group's employment decisions are based on business need, job requirements, and individual qualifications. We welcome all candidates regardless of age, race, color, religion, sex, gender identity, sexual orientation, national origin, disability status, protected veteran status, or any other characteristic protected by law. Waymaker Group is proud to be an equal opportunity employer.

### **Responsibilities**

- Analyze new federal, state, and local program funding opportunities; propose and position clients competitively for funding
- Analyze and translate federal and state program regulations and parameters that will impact programs and applications
- Design and develop the necessary program operations, plans, and procedures according to best practices and application specifications. Redesign existing programs to match funding opportunities as needed.
- Work closely with a diverse range of individuals to understand and integrate potentially competing interests to reach a mutually beneficial outcome

- Perform technical analyses within specific areas of innovation eco-development: workforce development, cluster development, etc.
- Work with Waymaker partners/contractors to complete budget estimates, comparative budget models/scenarios, etc.
- Work with Waymaker economist to secure economic impact reports
- Work with Waymaker grant writer(s) to supply program/application content and ensure complete and competitive application submittal
- Effectively communicate on policy and economic matters with Waymaker's diverse range of communities and leaders
- Work simultaneously with multiple clients on projects with a variety of deadlines and time constraints
- Create and negotiate public / private partnerships; evaluate the appropriate level of public investment and other resources required for program implementation
- Ensure projects are consistent with the client strategic plans
- Provide support to project manager for client reports and presentations

### **Qualifications**

- 5-15 years of technology-focused economic development and/or public policy experience (experience in biotechnology is preferred but not required)
- Experience with design, implementation, measuring and reporting on innovation economic development programs
- Experience identifying and forging public-private partnerships (P3's)
- Excellent verbal, written and interpersonal communication skills
- Comfortable working in a fast-paced startup/entrepreneurial environment
- A combination of professional experience in public, non-profit and/or private industry a plus
- Ability to travel up to 50% of the time
- Two- or four year degree in economics, regional planning, public policy or business a plus
- A passion for innovation and economic development advancement across the U.S.
- Willingness to work hard, play hard and celebrate results, with a team dedicated to each other and to our clients

*If you don't have all of these qualifications but have other relevant skills or experience that you think make you a good fit for this role, we encourage you to apply and speak to those attributes in your cover letter.*

### **Salary & Benefits**

- Waymaker will commission the qualified candidate as a part-time consultant for 90 days and complete a review process before transitioning to full-time employment. Part-time consultant fees

range from \$5K-\$10K/month with full-time salary ranging \$70K-\$110K/year. Candidates chosen for full-time employment will be eligible for health insurance benefits.

- This position is remote but requires travel to cities across the US about 50% of the time. Candidates can be based anywhere in the US. Work hours are flexible.
- Waymaker provides reimbursement for travel expenses.

To apply, please submit your resume and cover letter [here](#).