



## JOB ANNOUNCEMENT

### **Principal Position (Chicago)**

Schedule: Full Time/Regular

Experience: 15+ years

#### Background

Hickey & Associates is an exciting, growing real estate corporate service strategy firm headquartered in Minneapolis, MN with offices in key global markets, including Chicago, New York City, Washington D.C., London, Singapore, Hong Kong, Shanghai, Sydney, and São Paulo, along with additional support offices across the United States. The firm is seeking an individual who possesses high energy, good communication and interpersonal skills, along with a strong attention to detail.

#### Position Description

Principal to serve in highest level of non-ownership management for global site selection, public incentive advisory and workforce solutions company. Provide industry-leading consultation services for existing and future clients regarding site selection, economic development, public incentives procurement and management, public-private partnerships, and out- and in-bound foreign direct investments.

#### Qualifications

- Master's degree in International Business, Law, Economic Development or closely-related field and seven (7) years of experience in account management and/or consultative sales within site selection and economic development.
- Employer will consider a Bachelor's degree in International Business, Law, Economic Development, or a closely-related field and ten (10) years of experience in account management and/or consultative sales in lieu of the Master's and seven (7) years of experience requirements.
- Additional experience must include: business development; client management; strategic planning; corporate real estate and/or economic development in both the North American and Latin American markets; and work and representation for a specific region in the Americas as part of a global team.
- Strong knowledge of Microsoft Excel, Word and PowerPoint required.
- Demonstrate ability to lead a team of professional individuals.
- Candidate must be legal to work in the United States.

#### Knowledge and Skills Requirements

- Strong organizational, analytical, attention to detail, prioritization and communication skills.
- Excellent written, verbal, oral and presentation skills.
- Ability to work within a team, as well as, independently.
- Strong customer service focus as client account leader.
- Functional knowledge of a professional services environment.
- Solid value and ethical approach with the capacity to handle proprietary and confidential information.
- Aptitude to learn unfamiliar concepts and topics quickly.
- Capable of providing solutions to multiple projects at any given time.
- Efficiently learn and use internal/external software applications.

#### Salary

Negotiable and commensurate with experience and education. Candidate must be willing to commit to two years.

#### Work Environment

Ability to thrive in an office setting, as well as, succeed in a virtual environment.

#### **Interested?**

To apply, please email a cover letter and resume to [jobs@hickeyandassociates.com](mailto:jobs@hickeyandassociates.com).

No walk-in visits or calls, please.

**Hickey & Associates, LLC is an Equal Opportunity Employer**