



<https://greaterakronchamber.org/job/sr-manager-economic-development-polymers-chemicals/>

Sr. Manager, Economic Development; Polymers and Chemicals

Description

Reports to: Vice President, Economic Development, Greater Akron Chamber

With additional responsibility to Managing Director, Global Business Development, Team NEO

Status: Exempt

Scope of Position

At the Greater Akron Chamber and TeamNEO, we look for people who are passionate about the Northeast Ohio region and committed to helping our region grow. We are currently seeking a Senior Manager, Economic Development; Polymers & Chemicals – to manage and execute business development objectives within this industry vertically. More specifically, this role will be focused on delivering targeted business outreach (such as retention and expansion dialogues) to established polymer and chemical companies invested in the 14 county Northeast Ohio market. Additionally, he/she must deliver superior customer experience for companies operating inside the region and to those outside of the region with the potential to invest capital and drive employment here. Working closely with the region's Polymer Industry Cluster and JobsOhio Polymer & Chemicals leadership, the Sr. Manager will contribute to and leverage strategies for building and maintaining value-added relationships with the 600+ Polymer & Chemical businesses that contribute to industry growth and innovation in Northeast Ohio.

This highly visible position is comfortable working with executives, companies looking to scale, and established manufacturers, as well as engaging with local economic development leaders, and other stakeholders. Familiarity with economic development, polymer & chemicals industry trends, supply chain, regulatory environment, and the venture capital ecosystem is necessary.

Essential Functions

- Participate in a business attraction, retention and expansion program with an emphasis on strategic, outcomes-focused outreach to targeted companies inside and outside the region.
- Coordinate with local partners for joint calling, business visit preparation, outreach execution and follow-up activity.
- Develop connectivity to regional and statewide polymer & chemicals assets, talent, tools, and resources that can be leveraged for business growth in Northeast Ohio
- Identify and share aggregated insights and trends from the business development activities within GAC, Team NEO, JobsOhio and with regional partners and stakeholders.
- Align work with regional partners and influencers (e.g., Manufacturers, Polymer Industry Cluster, University of Akron, etc.) on strategies to spur

Hiring organization

Greater Akron Chamber

Job Location

388 S. Main St., Ste. 205, 44311, Akron, OH

Date posted

July 15, 2025

Valid through

31.07.2025

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industry growth.

- Represent GAC and Team NEO among local business development teams, external meetings and networking functions as requested.
- Maintain all customer and partner communications, activities, leads and projects within the Salesforce.com CRM tool.
- Participate in status meetings with GAC, Team NEO and JobsOhio staff and partners as required.

Competencies Valued

- Consultative: Understands clients and trends in a way that enables them to generate unique ideas and solutions to meet client goals.
- Customer Focus: Establishes trusting relationships with clients and acts with the customer in mind.
- Drive for Results: Focuses on the bottom line and exceeding results.
- Functional Skills in target industries and segments: particularly in understanding healthcare sector trends, the regulatory and venture capital environments and talent and workforce challenges/opportunities
- Integrity and Trust in every aspect of the work: Is direct, truthful, can admit mistakes and “does the right thing”.
- Passion for the Mission: Embodies GAC & Team NEO's mission of attracting industry and jobs to Northeast Ohio
- Organizational Agility: Understands how organizations work and can influence and get things done through formal and informal networks.
- Organizing: Can orchestrate the resources (people, money, support) necessary to accomplish goals effectively and efficiently.
- Presentation Skills: Can effectively present information and facilitate discussions and can adjust both proactively and on the fly to the audience and their needs.
- Prioritizing: Concentrates efforts on what is most important and removes roadblocks to achieving goals.
- Problem Solving: Uses rigorous methods and analysis to identify effective solutions to challenging problems.

Preferred Qualifications

- Bachelor's degree in business, engineering or science preferred.
- 3-5 years of experience in Polymers & Chemicals – working at, representing, or closely affiliated with polymer or chemical related companies. Experience in economic development in Northeast Ohio is a plus.
- Valid U.S. Passport and State of Ohio Driver's License
- Developed skills in Microsoft Office Suite and other personal computing tool
- Working knowledge of CRM system; Salesforce preferred

Other Considerations

- May be required to work more than 8 hours during a workday.
- Must be able to remain in a stationary position 50% of the time.
- Occasionally moves office materials and/or supplies weighing up to 25 pounds throughout the office.
- May be required to travel periodically both nationally and internationally.

Scheduling Requirements

- Must be available to work occasional off-hours.
- Must be available during standard business hours.

- While this position is based in the GAC's main office location in Akron, OH, many aspects of this role may be fulfilled through periodic telecommuting as determined appropriate and in conjunction with project supervision.
- Nothing in this job description restricts management's right to assign or reassign duties and responsibilities to this job at any time.