



Associate Director of Business Development, Advanced Manufacturing

AdvanceCT is a mission-driven nonprofit that drives job creation and capital investment across Connecticut. We are a Hartford Business Journal Best Place to Work honoree, recognized for the culture and quality of the team we've built.

Work closely with the VP of Business Development for Advanced Manufacturing and the broader Business Development team, the Associate Director builds relationships with industry leaders and executives to bring new business, jobs, and investment to Connecticut. Approximately 80% of the role is business attraction — identifying and engaging companies, including aerospace suppliers and precision manufacturers, that are evaluating expansion or relocation. The remaining 20% supports retention and expansion work with manufacturers already established in the state.

Responsibilities

- Research target sectors and supply chains to identify where Connecticut holds a competitive advantage and build outreach strategy accordingly.
- Conduct outreach and follow-up with executives, and industry contacts to identify companies considering a move to, or expansion in, Connecticut.
- Manage a pipeline of leads through each stage and meet the conversion targets associated with each.
- Represent AdvanceCT at trade shows, site visits, and industry events, including some in-state, out-of-state, and international travel.
- Collaborate with the CT Department of Economic and Community Development (DECD) on incentive packages and project support for prospective and existing companies.

Qualifications

- Bachelor's degree required, with an advanced degree and/or at least 7 years of relevant professional experience demonstrating increasing responsibility.
- Demonstrated experience managing a business development pipeline, with a track record of converting leads into closed deals.
- Comfort with proactive outreach, including cold calling, and consistent follow-up.
- A genuine interest in Connecticut's economic growth and a desire to see that work reflected in tangible outcomes — new jobs, new investment, new facilities.
- Background in advanced manufacturing or aerospace is a plus, though not required; candidates with strong business development or sales experience are encouraged to apply.
- Ability to work independently toward established goals and targets.
- A valid driver's license and passport, as this role includes state and international travel.

Additional Details

- Based in New Haven, CT, with a hybrid schedule (in-office three days per week). Connecticut residency is not required, but candidates must be able to commute in on a regular basis.
- Salary range: \$80,000–\$90,000, commensurate with experience, plus benefits.

About AdvanceCT

AdvanceCT is a private nonprofit with a civic mission: driving job creation and new capital investment across Connecticut through business attraction, retention, and expansion. More at www.advancect.org.

AdvanceCT is an equal opportunity employer committed to workplace diversity, equity, and inclusion, and does not discriminate on the basis of race, color, religion, national origin, gender, gender identity,

Implementing high impact and inclusive economic development solutions for Connecticut.

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sexual orientation, age, disability, or veteran status. Candidates of diverse backgrounds are encouraged to apply.

To Apply

Please submit a cover letter and resume to humanresources@advancect.org.

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