**AMAZON Economic Development, SR. Management**

**Job description**

The Amazon Economic Development Team is searching for a passionate and talented Senior Manager to implement economic development transactions supporting Amazon Web Services’ long range expansion strategy on a global scale. You will work across the AWS Organization to align on long range demand for data center capacity and directly drive approval of government and utility sponsored cost savings opportunities.  
  
Job responsibilities include:

* Collaboration with Amazon Web Services’ operations, infrastructure, business development, corporate real estate teams, legal, tax, HR, finance, corporate communications, and other business partners on an ongoing basis regarding new corporate initiatives, site expansion plans and requirements
* Supporting the site selection process including due diligence, procurement, and execution of economic development, infrastructure, sustainability and tax related applications and agreements
* Oversee matters related to forecasting, benefit realization, commitment tracking, and program implementation
* Manage relationships with outside legal counsel and other professional service providers
* Communicate with federal, state and local economic development, revenue/taxation, transportation, and other key government agencies, officials as well as foreign direct investment agencies, utilities, and other key public/private stakeholder groups.
* You must have excellent organizational skills and be a strong written and verbal communicator, with great attention to detail. You will need to be able to work independently in a constantly changing and sometimes ambiguous environment. You also need common sense, great judgment, and a sense of humor.
* This position involves direct contact with business owners, external parties including outside legal counsel, developers, utilities, chambers of commerce and state and local government officials.

**Basic Qualifications**

* Bachelor's degree or equivalent work experience.
* 8+ years of recent data center transactional experience and subject matter expertise within a corporate organization, law firm, legal department, accounting firm, consultancy or government agency.
* Experience dealing with corporate business leaders, high level government officials, and external stakeholder groups
* Experience leading and managing a team and third-party vendors, contractors and advisors.
* Demonstrated track record of success in developing successful partnerships with economic development agencies, state and local governments, and other public and private stakeholder groups.
* Significant experience in managing economic development issues for large scale construction and expansion development projects.
* Ability to travel globally on a recurring basis.

**Preferred Qualifications**

* MBA, JD with active state bar admission, CPA, or other recognized professional accreditation or certification.
* Excellent written and oral communication skills including experience making presentations in public forums.
* Previous in-house economic development experience a plus.
* Proficiency with Excel and SharePoint.
* Public policy and government affairs experience.
* Experience collaborating with strategic communication teams.
* Experience supporting economic and fiscal impact analyses with the ability to effectively articulate the unique and positive impacts of economic development projects.

Amazon is an Equal Opportunity Employer.