



## Title: Managing Director, Place Incentives

**Department:** Place, Programs, & Services

**Business Unit:**

**Reports to:** SVP, Community Development Programs & Execution

**FLSA:** Exempt

**Pay grade:** 7

**Last updated:** 03/2026

### Position Summary

The Managing Director, Place Incentives is responsible for providing leadership, direction and strategic oversight of the Michigan Economic Development Corporation’s (MEDC) funding and incentive tools within the Place, Programs, & Services department. This role develops and executes strategies, policies, goals and objectives as they relate to the business units and the MEDC’s strategic plan. The Managing Director oversees incentive programs, including those that utilize the Michigan Community Revitalization Program (MCRP), Brownfield Tax Increment Financing (TIF), Transformational Brownfield Plans (TBP), Revitalization and Placemaking (RAP) and other project level incentives supported by the Michigan Strategic Fund (MSF). This role represents the unit on major cross functional initiatives and interdepartmental efforts around community revitalization.

### Principal Duties and Responsibilities

*These duties and responsibilities are judged to be "essential functions" in terms of the Americans with Disabilities Act or ADA. The below statements are intended to describe the general nature and level of work being performed by a person in this position. They are not to be construed as an exhaustive list of all duties that may be performed by such a person.*

Title	Principal Duties and Responsibilities
Managing Director, Place Incentives	<ul style="list-style-type: none"> <li>• Provides strategic leadership and direction of the Place Incentives team operations, including development of budgets and strategic activities to ensure objectives and results are aligned with the Place Programs and Services department goals and overall MEDC organizational goals and vision.</li> <li>• Aligns and oversees all Place Incentive programs, application and approval processes, required documents, and deal structures to ensure that all programs run efficiently and interaction with all required business units is seamless.</li> <li>• Collaborates with Place Programs and Services executive leadership to evaluate program effectiveness and direct strategies; directs and implements changes regarding implementation of the organization’s Operation Plan and other program level efforts and issues.</li> <li>• Coordinates with Regional Development and Technical Assistance to ensure effective deployment of place incentive tools and guidance.</li> </ul>





Title	Principal Duties and Responsibilities
	<ul style="list-style-type: none"> <li>• Provides strategic direction and leadership for the marketing and promotion of division programs and successes,</li> <li>• Represents the MEDC at events, conferences, committees and stakeholder groups to educate and engage audiences on division programs and initiatives.</li> <li>• Manages and cultivates statewide relationships with various internal and external partners.</li> <li>• Maintains current knowledge of legislation and have ability to interpret statutes as they relate to all MEDC business development programs.</li> <li>• Performs other related duties as directed.</li> </ul>

**Supervisory Responsibilities:**

This position has supervisory responsibilities.

**Physical Demands:**

*The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.*

While performing the duties of this job, the employee frequently remains in a stationary position and operates or handles computers and office equipment, including copy machines and cell phones. The individual occasionally moves within the office to access files, retrieve supplies, and position related materials. The employee must be able to communicate information and ideas effectively to ensure understanding and facilitate the exchange of accurate information. The ability to perceive, process, and interpret information in various formats is required to perform essential job functions.

**Work Environment:**

The noise level in the work environment is usually quiet. In-office work is required for this position, in accordance with organizational work assignments. This position requires statewide travel.

**Employment Qualifications**

*The qualifications listed below are guidelines for selection purposes; alternative qualifications may be substituted if sufficient to perform the duties of the job.*

**Education:**

This position requires a bachelor’s degree in Business, Finance, Economic Development, Urban or Regional Planning or related field. Preference given to master’s degree in Public Policy, Public Administration, Economic Development, Business, or Finance; or equivalent combination of education and experience.

**Experience:**

Title	Experience
Managing Director, Place	Eight years of related experience and/or training in community





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development, economic development, commercial lending, banking operations, real estate – commercial brokerage, business finance, and/or project management. Four years of management experience.

The preferred candidate will have at least four years of experience with community or economic development projects.

**Certificates, Licenses, or Registrations:**

Certified as an Economic Development Financial Professional through the National Development Council or Certified Economic Developer (CeCD) by the International Development Council preferred.

**Other Knowledge, Skills, and Abilities:**

*To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.*

1. Knowledge of place-based economic development programs and incentive tools administered by the Michigan Economic Development Corporation, including MCRP, TIF, TBP, RAP, and other MSF-supported incentives.
2. Knowledge of state statutes, regulations, and policies governing business development and community revitalization, and the ability to apply them to program operations.
3. Knowledge of organizational strategy, governance, and operational planning to align program objectives with departmental and organizational goals.
4. Knowledge of stakeholder engagement, partnership development, and statewide economic development trends to advance program impact.
5. Knowledge of business, financial, and analytical principles, including the interpretation of contracts, financial documents, and development proformas.
6. Leadership skills to manage, mentor, and develop a high-performing team while overseeing multiple incentive programs and work streams.
7. Strategic planning and program management skills to develop, implement, and monitor goals, budgets, and operational plans.
8. Analytical skills to evaluate program performance, financial risk, and community impact, supporting data-driven decisions.
9. Communication and presentation skills to effectively convey complex program information and strategic recommendations to internal leadership, external partners, and public audiences.
10. Relationship management skills to cultivate productive partnerships with internal business units, external stakeholders, and statewide partners.
11. Ability to provide executive-level direction for incentive programs and division operations while ensuring alignment with organizational priorities.
12. Ability to lead cross-functional initiatives, represent the organization in public forums, and respond effectively to sensitive inquiries or issues.