



Title: Senior Vice President, Account Strategy and Growth

Department: Operations & Performance

Reports to: Chief Operating and Performance Officer **FLSA:** Exempt

Pay grade: 9

Last updated: 02/2026

Position Summary

The Senior Vice President (SVP), Account Strategy and Growth is responsible for leadership and executive direction of the Account Strategy and Growth office of the Michigan Economic Development Corporation (MEDC). This role oversees the team charged with executing a full-service, key account management and growth strategy, and leads the proactive engagement with specified key accounts to facilitate retention, expansion, and growth by these accounts in the State of Michigan. The SVP oversees matrices and cross-functional collaboration with other MEDC business units, local economic development organizations, and other key stakeholders to ensure effective execution of MEDC strategies. This role provides enterprise-level strategy, authority, and coordination for the state’s most economically significant employers, managing complex, high-risk, and time-sensitive retention and reinvestment decisions. The position requires executive judgment, decision-making authority, and the ability to represent the state credibly to senior corporate and public-sector leaders.

This position works with other members of the MEDC executive leadership team, the Executive Officer of the Governor, and members of the Michigan Legislature to accomplish the economic development goals and objectives of the MEDC and the State of Michigan.

Position Progression

Title	Pay Grade	FLSA
SVP, Account Strategy and Growth	9	Exempt

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
SVP, Account Strategy and Growth	<ul style="list-style-type: none"> Leads and directs the work of the Account Strategy and Growth office to ensure that objectives and results are aligned with organizational goals and overall MEDC strategy and vision. Provides executive oversight and programmatic direction to divisional leadership; develops budgets and directs strategic activities around targeted activities.





- Functions as the state's senior relationship owner for its most economically significant employers, with authority to align internal and external partners toward retention and expansion outcomes.
- Serves as a senior representative of the organization in high-impact engagements, exercising executive presence, credibility, and judgment to build and sustain trusted relationships with C-suite leaders, elected officials, and strategic partners critical to business retention and expansion outcomes.
- Develops and implements a long-term vision and shorter-term strategies to support key account retention and expansion in the State of Michigan.
- Develops, implements, and maintains the framework and parameters for designating key accounts for management by the Account Strategy and Growth office, balancing economic impact, risk, and growth potential and ensuring alignment with MEDC's economic development objectives.
- Provides executive oversight of account-specific retention and growth strategies, ensuring rigorously researched, analyzed, and regularly updated action plans that inform executive leadership decision-making and guide MEDC's key short- and long-term actions to retain and grow businesses in Michigan.
- Serves as an executive sponsor for accounts and projects to build a cascading relationship system for engagement with accounts and projects to clear policy, budget, and other obstacles while acting as a bridge between company leadership, the MEDC, and other State of Michigan leadership.
- Supports the team's business retention and expansion projects by identifying needs and goals, determining feasibility, presenting the need internally, coordinating MEDC and external tools, and communicating project activities with internal and external stakeholders.
- Directs and leads effective and efficient operations through procedural and programmatic analysis, represents the MEDC to advance organizational mission, strategy, and direct positive change.
- Serves as a strategic advisor in the organization for business growth policies and programs through active engagement in the design, implementation, and direction of MEDC programs, policies, and projects in support of the organization's goals.
- Develops and maintains relationships with economic development partners across the state to ensure alignment toward shared goals.
- Works with the Strategy, Planning, and Results team and MEDC leadership to develop, maintain and refine the strategic vision for business retention, expansion, and attraction activities.
- Consult with the Executive Office, the Executive Office of the Governor, the legislature, other state departments, and economic development partners to



ensure necessary actions are taken to ensure project implementation success in a manner that is most desirable to the goals of the MEDC and State of Michigan.

- Meets with key leadership to review goals and performance, to discuss internal process and ideal outcomes, and to identify challenges and develop solutions to resolve them.
- Represents the MEDC at various business meetings, boards, committee hearings, events, presentations, and leads and facilitates complex discussions that lead to actionable outcomes.
- Presents and/or testifies to external groups, including, but not limited to, the Michigan Strategic Fund Board, the Michigan Legislature (including committees and subcommittees thereof), and local municipal boards, commissions, and authorities.
- Develops and implements budget strategies that encourage fiscal accountability at the division level.
- Performs other special assignments, as requested.

Supervisory Responsibilities:

This 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 moderate. In-office work is required for this position, in accordance with organizational work assignment policies. Travel within the United States is required.



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 from a four-year college or university in Business, Economic Development, Finance, Management, or related field. Advanced degree preferred.

Experience:

Title	Experience
SVP, Account Strategy and Growth	<p>Ten years related experience.</p> <p>Experience and/or training in management, preferably with a business development focus, including two years of senior level management over key operational divisions; or equivalent combination of education and experience.</p>

Certificates, Licenses, or Registrations:

None Required.

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 economic development principles, business retention and expansion strategies, and key account management models, including how public-sector tools, incentives, and policies support private-sector growth and investment decisions.
2. Knowledge of public-sector governance, legislative processes, and executive decision-making, with the ability to navigate state government structures, coordinate across departments, and support policy and budget actions necessary for project success.
3. Skill in providing executive leadership to large, cross-functional teams, setting vision and direction, aligning divisional objectives with enterprise strategy, and driving accountability for results through senior leaders and managers.
4. Ability to assess economic risk, prioritize limited resources, and recommend time-sensitive actions with statewide economic implication.
5. Ability to develop, implement, and adapt long-term visions and short-term strategies that support key account retention, expansion, and growth, including the establishment of frameworks, performance measures, and actionable account plans.
6. Advanced skill in building and sustaining trusted relationships with executive-level business leaders, state and local government officials, legislators, economic development partners, and internal leadership to advance shared goals and resolve complex issues.
7. Ability to analyze complex business, policy, and operational challenges; assess feasibility and risk; synthesize data and stakeholder input; and make sound, timely decisions that advance organizational mission and economic development objectives.



8. Ability to assess fiscal impacts of strategic initiatives, promote financial accountability, and align resources with organizational priorities and economic development outcomes.