



Greater Mankato Growth, Inc. includes four business units –
Greater Mankato Growth, Visit Mankato, City Center Partnership and GreenSeam

Greater Mankato Growth, Inc.

Director, GreenSeam

Department	GreenSeam
Reports To	President/CEO
Supervisory Duties	None
FLSA Status	Exempt
Benefits	Yes

POSITION DETAILS

The Director of GreenSeam provides leadership and strategic direction for GreenSeam, advancing its mission to attract investment, drive business growth, and promote the importance of agribusiness in South Central Minnesota.

This position is responsible for translating GreenSeam's vision, driving action and measurable results. The Director builds strong relationships with businesses, investors, and regional partners; identifies emerging opportunities and develops relevant initiatives and programming in response; and serves as a visible champion for GreenSeam and the region's agribusiness economy.

Working as part of the integrated Greater Mankato Growth Inc. team, the Director brings together the people, resources, and expertise needed to advance GreenSeam priorities while ensuring its work remains relevant, impactful, and aligned with the needs of the South Central MN agribusiness community.

Professional/Technical Duties and Responsibilities

The duties listed below are intended only as illustrations of the various types of work that may be performed, with or without reasonable accommodation. The omission of specific statements of duties does not exclude them from the position if the work is similar, related, or a logical assignment to the position.

- Engage with Board of Directors and key stakeholders to lead strategic vision and execution of strategic plans, and continuously measure effectiveness related to the mission and vision of GreenSeam.
- Promote GreenSeam both internally and externally.
- Lead GreenSeam investor engagement and stewardship and assist in cultivating continued and new investment.
- Oversee and direct key GreenSeam initiatives and events.
- Champion the GreenSeam brand and promote South Central Minnesota as a destination for food, agriculture, and agribusiness innovation.
- Identify and advance opportunities for business attraction, expansion, investment, and value-added development within the south-central MN agribusiness ecosystem.
- Prepare periodic progress reports to the GMG Inc and GreenSeam boards of Directors, including an annual summary of achievements and key performance indicators.
- Assist in the development of the annual budget and monitor revenues and expenses to adhere to budget expectations.



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- Work in concert with other GMG, Inc. business directors to deliver the mission and vision of Greater Mankato Growth, Inc.

Measures of Success

- Business investment and growth advanced within the region.
- Businesses created, attracted, retained, or expanded.
- Jobs and economic activity generated through value-added agriculture and related industries.
- Strong investor engagement and continued financial support.
- Increased visibility and recognition of GreenSeam and the regional agribusiness economy.

Supervisory Duties and Responsibilities

No Direct Supervision/HR Role.

Director serves as the Business Unit Team Leader with Program Oversight and Workflow Prioritization.

- Provide strategic input and daily guidance.
- Provide leadership in coordinating initiatives within the designated business unit.
- Serve in a mentoring and operation coordination role with fellow GMG, Inc. staff.
- Advise on personnel matters but final decisions rest with the CEO.

POSITION REQUIREMENTS

Required Skills, Experience, and Education

- Bachelor's degree or relevant industry experience
- Economic development, business development, or related experience
- Community leadership engagement/stakeholder engagement experience
- Public speaking skills
- Financial planning/budget management
- Fundraising and Donor/Investor Stewardship Experience
- Passion for or demonstrated commitment to the food/ag business sector
- Non-profit experience a plus
- Valid driver's license



CORE COMPETENCIES

- Strong communication skills, with the ability to clearly and concisely explain and summarize complex topics either verbally or in writing.
- Ability to foster collaboration and cohesive teamwork, both internally and externally.
- Ability to align goals with the organization's mission.
- Project management and goal setting

Physical and Mental Requirements

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

- Activities that occur constantly (5–8 hours/shift): sitting, talking, hearing
- Activities that occur frequently (2–5 hours/shift): standing, walking, repetitive motions, eye/hand/foot coordination
- Activities that occur occasionally (up to 2 hours/shift): reaching, handling, grasping, feeling
- Activities that occur rarely (do not exist as regular part of job): lifting, carrying, pushing, pulling, climbing, balancing, stooping, kneeling, crouching, crawling

Working Conditions

- The work is primarily in-person, office-based with the potential need for occasional lifting of office supplies of up to 20 pounds.
- Attendance at Board of Director meetings and other related sessions and events may be required.
- Occasional overnight travel.
- This position requires irregular hours, often exceeding 40 hours per week, including early mornings, evenings, and occasionally weekends. As a professional salaried role, the focus is on delivering results rather than strictly adhering to a 40-hour workweek. The responsibilities of this role demand flexibility and a willingness to invest additional effort to achieve goals. Accountability for outcomes is a key expectation, which may necessitate dedicating extra hours to ensure the success of projects and the timely completion of deadlines.



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Greater Mankato Growth, Inc. is an Equal Opportunity Employer. In compliance with the Americans with Disabilities Act, reasonable accommodations are offered to qualified individuals with disabilities. Prospective and current employees are encouraged to discuss potential accommodation with the employer.

Employee signature below constitutes employee's understanding of the requirements, essential functions, and duties of the position.

Employee Name

Employee Signature

Date

EEO Policy: Greater Mankato Growth, Inc. and its subsidiary companies are committed to providing equal employment opportunities to all employees and applicants for employment without regard to any legally-recognized basis "protected class" including but not limited to: veteran status, uniform service member status, race, color, religion, sex, national origin, age, physical or mental disability, sexual orientation or marital preference, genetic information or any other protected class under federal, state, or local law.