

The Siouxland Interstate Metropolitan Planning Council (SIMPCO), in partnership with Iowa's West Coast Initiative (IWCI), is looking for an Entrepreneurial Community Navigator to work with entrepreneurs and small businesses within Plymouth, Monona and Woodbury counties. Under the direction of the SIMPCO Executive Director and members of IWCI, the Entrepreneurial Community Navigator will be responsible for continuing to build the region's entrepreneurial ecosystem by engaging with early-stage entrepreneurs, connecting them to available resources, and coordinating regular programming and events.

Job Duties:

- Identify and connect early-stage entrepreneurs in Plymouth, Monona, and Woodbury counties with resources, providing ongoing support and follow-up.
- Monitor and track entrepreneur progress through the business formation lifecycle and ensure access to necessary services and resources.
- Organize networking, educational, and technical assistance events based on the needs of local entrepreneurs.
- Promote the region's entrepreneurial ecosystem through digital, social, and traditional media channels, and market available resources.
- Partner with local, regional, and statewide organizations to enhance opportunities for entrepreneurs and expand the region's business support network.
- Develop a sustainable funding model through various revenue streams and sponsorships continue the Entrepreneurial Community Navigator position and Iowa's West Coast Initiative's mission.
- Expand outreach to K-12 and college students/educators to foster entrepreneurship education and increase involvement in the local business ecosystem.
- Collaborate with stakeholders to share information, submit grant reports, and track success metrics to ensure ongoing program effectiveness.

Minimum Qualifications

- Bachelor's degree in Business, Marketing, or related field (or equivalent entrepreneurial experience) with knowledge of creativity, innovation, and the local startup ecosystem.
- Proven ability to manage programs and events on budget, with strong project management, organizational, and time management skills.

- High proficiency in digital marketing, including social media, web platforms, SEO/SEM, and analytics, with experience creating and implementing marketing strategies.
- Strong communication, leadership, and interpersonal skills, with the ability to build relationships, solve problems, and present ideas effectively.
- Self-motivated with the ability to work independently, track daily activities, and travel within a three-county region as needed, with a valid driver's license and vehicle.

Role Details

- **Travel:** The role requires some travel within Plymouth, Monona, and Woodbury counties (will be reimbursed for mileage).
- **Work hours:** This role is mostly during normal work hours but may have evening and weekend requirements as well.
- **Location:** This role will be located at SIMPCO (6401 Gordon Drive, Sioux City).
- **Employer:** This position will be an employee of Siouxland Interstate Metropolitan Planning Council (SIMPCO) and will report directly to the Executive Director.
- **Reporting:** This role will additionally report to the members of Iowa's West Coast Initiative (which includes representatives from the following organizations: Siouxland Interstate Metropolitan Planning Council (SIMPCO), City of Sioux City, Woodbury County, Monona County, Le Mars Business Initiative Corp, Siouxland Economic Development Corporation (SEDC), and The Siouxland Initiative).
- **Compensation and Benefits:** This role will receive a competitive pay package; benefits include company contributions to health/vision/dental insurance plans and a retirement plan with company match.
- **Background check:** This role will be required to pass a background check as part of the on-boarding process.
- **Initially,** this role is a temporary, grant funded position, but there is potential to convert the role to a permanent, full-time position based on identifying and implementing additional revenue sources.

Employment Type: Full-Time

Salary: \$42,000 - \$58,000

To Apply:

Email resume and cover letter to simpco@simpco.org or by mail at SIMPCO, 6401 Gordon Drive Sioux City, Iowa, 51106. EOE/AA

The Siouxland Interstate Metropolitan Planning Council (SIMPCO) is a regional planning agency located in Sioux City, Iowa. The agency is guided by a board of directors comprised of city and county-elected officials, representatives of the private sector and stakeholder organizations. SIMPCO collaborates with local governments in long-range strategic and comprehensive planning, community and economic development activities, transportation planning issues, and regional program management.

Iowa's West Coast Initiative is a collaboration between the economic development organizations in Plymouth, Monona and Woodbury counties. The goal of IWCI is to encourage entrepreneurial activity and create a supportive culture by providing business and technical assistance, offering networking opportunities and increasing access to capital for entrepreneurs.