

February 17, 2015

JOB TITLE: Regional Director, WNY & Director, Special Initiatives

LOCATION: Buffalo

DEPARTMENT: Regional Offices

BASIC FUNCTION:

As Regional Director, direct and manage ESD's Regional Office and Regional Council initiative. Responsible for sourcing, originating and developing a robust pipeline of new deals, implementing new programs that are consistent with ESD and the Regional Council's policy objectives, structuring discretionary incentive packages for businesses and not-for-profit entities, guiding deals through the necessary board and public approval processes and creating and maintaining strong working relationships with external clients. Plan, manage, oversee and administer other special initiatives, including project development, financial performance, intergovernmental relations, and communications.

WORK PERFORMED:

- Direct operations of ESD Regional Office and Regional Council on a day-to-day basis
- Provide overall guidance and management in professional development to junior staff
- Assume the primary role in external communications with the Regional Council and other regional, state, public and private entities
- Oversee implementation and measurement of Regional Council and Consolidated Funding Application projects within the region
- Source, structure and negotiate State involvement in awarding discretionary benefits to projects in alignment with the REDC Strategic plan
- Coordinate and collaborate with Governor's office, ESD CEO, local Regional Council and other State and local agencies to implement projects and special initiatives
- Build and maintain relationships with governmental and quasi-governmental entities, real estate and business groups, civic and community organizations, cultural and professional organizations, and advocacy groups
- Design, gain approvals, obtain funding sources and overall project management of special initiatives (for example, Buffalo Billion and NYPA Proceeds .
- Direct contract staff/program staff in developing objectives, goals and plans for coordination of special initiatives to insure orderly implementation of the program, including Buffalo Billion and NYPA Proceed..

EDUCATION & REQUIREMENTS:

- Education level required : Bachelor's degree; Master's degree preferred
- Equivalent Experience required: 8 - 10 years relevant experience, including supervisory experience
- Knowledge required: Knowledge of business, economic development, planning and design, real estate finance,
- Supervision and coordination of large-scale projects, public development programs and management.

APPROXIMATE HIRING SALARY: Up to \$120,000

INQUIRE

Maria Gately, HR Manager, ESD

DEADLINE: At least 2 weeks or until the position is filled.

Internal Candidates: COMPLETE A POSTING APPLICATION AND ATTACH A COPY OF RESUME

External Candidates: SEND RESUME TO: Resumes@esd.ny.gov

AN EQUAL OPPORTUNITY EMPLOYER