

Job Openings
July 8, 2013

JOB TITLE:

1. Regional Director, Southern Tier
2. Regional Director, North Country

LOCATION:

Binghamton, NY
Plattsburgh, NY

DEPARTMENT: Regional Offices

BASIC FUNCTION:

The Regional Director will be charged with directing and managing ESD's Regional Office and Regional Council initiative. The Regional Director will be 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.

WORK PERFORMED:

- Direct operations of ESD Regional Office and Regional Council on a day-to-day basis
- 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 and originate grant and loan deals in alignment with the Regional Council strategic plan
- Structure and negotiate State involvement in awarding discretionary benefits to projects with developers, end users and local governments
- Coordinate and collaborate with Governor's office, ESD CEO, local Regional Council and other State and local agencies to implement projects
- 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
- Represent ESD on issues relevant to the State economy and business climate
- Provide overall guidance and management in professional development to regional office staff.

EDUCATION & REQUIREMENTS:

- Education level required: Bachelor degree in Business Administration, Finance, Marketing &/or Economics
- Experience required: 10 years experience in urban or regional development and/or in economic development policy formulation; supervisory experience
- Knowledge required: Broad knowledge of business, economic development and public development programs and management

APPROXIMATE HIRING SALARY: \$81,031-\$101,288

INQUIRE: Maria Gately, HR Manager, ESDC

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