

**Job Opening**  
**November 10, 2014**

**JOB TITLE:** Sr. Financial Analyst/Underwriter **LOCATION:** NYC  
**DEPARTMENT:** Portfolio Management & Project Finance

**BASIC FUNCTION:**

Conduct financial and credit analysis of commercial/real estate developments and operating companies to determine amount of State support required and to structure loans, grants, disposition of State assets and other subsidies accordingly.

**WORK PERFORMED:**

- Review and analyze financial statements to determine the creditworthiness of all commercial loan originations.
- Obtain financial projections and create cash flow models for operating companies and real estate developments.
- Perform site visits and conduct interviews with counter parties.
- Perform risk assessment of credit and collateral ensuring loan stability and sound credit quality.
- Draft loan reports and present to the board for approval.
- Research, develop and implement programs that promote economic development.
- Create financial products which help fill funding gaps and the market.
- Develop revenue generating ideas such as loans, credit enhancements, etc.
- Provide high-level financial analysis assistance to various other departments, including real estate, venture capital and loans & grants, in addition to other governmental agencies.
- Critically analyze large-scale development projects throughout New York State and help structure potential loans, grants and other state subsidies.
- Perform sensitivity analyses and initiate financial feasibility studies on complex business development proposals.
- Conduct site visits to borrowers and grantees for continued engagement and research.
- Cultivate relations with small/mid-size, regional banks, CDFIs, local development agencies and industry organizations and form partnerships to help businesses in New York State to grow and prosper.
- Attend various conferences and seminars to establish new contacts and discover new opportunities.

**EDUCATION & REQUIREMENTS:**

Education Level required: MBA in Finance or Real Estate desirable.

Relevant experience required: 5+ years of commercial bank underwriting, analyzing large scale real estate development projects and/or significant financial product development and implementation experience.

Knowledge required: The ideal candidate will have sufficient knowledge to independently analyze/spread financial statements and draft concise analyses of credit documentation. This will include extensive knowledge of financial accounting; strong analytic abilities; facility with financial modeling; and excellent written and oral communication skills.

**APPROXIMATE HIRING SALARY:** Up to \$85,000

**INQUIRE**

Maria Gately, Human Resources Manager, Human Resources Department

**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](mailto:Resumes@esd.ny.gov)

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