



Job Opening

APPLICATION PERIOD: 30 Days or Until Position is Filled

JOB TITLE: Director of Economic Research and Analysis, NS, M/C **LOCATION:** Albany
APPOINTMENT TYPE: Permanent **JURISDICTION CLASS:** Exempt
DEPARTMENT: Department of Economic Research and Analysis
625 Broadway
Albany, NY 12207

BASIC FUNCTION:

Under the general direction of the Senior Vice President and Head of Public Policy, the incumbent will lead the agency's Economic Research and Analysis department in support of New York State economic development policymaking, policy analysis, economic conditions and trend analysis, benefit-cost evaluations, economic impact analyses, lead generation, and business attraction and expansion.

WORK PERFORMED:

- Manage, support, and oversee staff members within the Division to ensure high-quality research projects and effective customer service is consistently administered to Department program areas, other State agencies and to executive leadership. This will be accomplished by setting performance goals, reviewing staff performance, and by providing guidance, feedback, and training.
- Oversee the preparation of economic analyses of legislative or other policy proposals, project proposals, and other economic development-related metrics and topics, including the production of economic impact analyses using the REMI model.
- Oversee and supervise the tracking of key statewide and regional economic data (e.g. Bureau of Labor Statistics, U.S. Census Bureau, etc.) while identifying, monitoring, and reporting on emerging economic trends and producing both routine and ad hoc executive-oriented and user-friendly economic briefings, such as monthly economic dashboards, regional dossiers, policy digests, and other economic research projects as assigned.
- Provide support to project originators in responding to requests for information or proposals from companies considering expanding or locating jobs in New York State.
- Contribute to evidence-based agency policymaking and the development of positions on proposed legislation, project evaluation, and business attraction.
- Coordinate with various Empire State Development (ESD) program areas and other State agencies in soliciting and sharing ideas, information, and feedback on research and economic analysis.

Minimum Qualifications:

- A master's degree in economics or related field and six years of professional experience at a research-oriented institution such as a government research office, think tank or an economic analysis firm or a related organization. Must have obtained either three years of experience at a supervisory level, or one year of experience at a managerial level.
- A PhD in economics or a related field may substitute for two years of related experience.

Preferred Experience and Knowledge:

- A PhD in economics or a related field and 10+ years of relevant, full-time professional experience, including quantitative and qualitative economic and public policy analysis, economic modeling, and benefit cost analysis.
- Knowledge of economic development-related fields such as tax policy, real estate development, economic incentives (loans, grants, tax credits), workforce development, public-private partnerships, research and development, commercialization, and/or business marketing.
- Familiarity with New York State government policies and programs and/or experience working within State government or the New York State Legislature.

Competencies Required:

- **Active listening:** Validates understanding of the key research questions and information needs of agency colleagues; listens to broader environment to identify and understand sensitivities.
- **Big picture thinking:** Gets up to speed quickly with complex government bureaucracies, programs, and policies; employs systems-level thinking to understand goals and interdependencies across agency; also considers the impact of a decision both internally and externally, short and long-term.
- **Communicating:** Delivers action and results-oriented briefings; communicates in language understandable to intelligent non-experts; summarizes key points efficiently and clearly; and prepares professionally written, aesthetically appealing materials suitable for public consumption.
- **Collaborating:** Builds supportive, trusting relationships with colleagues internally and externally, and cultivates a diverse network of colleagues from which to solicit information, feedback and support.
- **Detail orientation:** Submits and approves error-free, “zero defect” work products.
- **Leading:** Fosters an open and collaborative team environment in which staff are well utilized, improving, and reliable contributors to effective research and analysis.
- **Project management:** Develops and attains reasonable project timelines, budgets, and objectives.
- **Problem-solving:** Skilled at breaking complex problems into manageable and discrete tasks; willingness to question and revisit the status quo; and the ability to navigate bureaucratic impediments and competing stakeholder concerns to achieve pragmatic results.

SALARY RANGE: \$99,415 - \$125,629

ADDITIONAL:

If interested in this position, please forward a cover letter and resume to the e-mail address below. Be sure to indicate the position title and location you are applying for and specify how you meet the minimum qualifications in your cover letter.

INQUIRE

NYS Department of Economic Development
Human Resources Office
625 Broadway
Albany, NY 12245
Fax: (518) 292-5852
E-Mail: DED-HR@esd.ny.gov

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4/3/2020

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Pursuant to Executive Order 161, no State entity, as defined by the Executive Order, is permitted to ask, or mandate, in any form, that an applicant for employment provide his or her current compensation, or any prior compensation history, until such time as the applicant is extended a conditional offer of employment with compensation. If such information has been requested from you before such time, please contact the Governor's Office of Employee Relations at (518) 474-6988 or via email at info@goer.ny.gov.