

Job Opening  
(Location added)

Job Posting: Oct. 3, 2016

Application Deadline: Nov. 11, 2016

JOB TITLE: Vice President, Start-Up NY  
DEPARTMENT: START-UP NY/Office of the President & CEO

LOCATION: NYC/Albany

BASIC FUNCTION:

Manage the START-UP NY program with particular focus on business recruitment and support and program participation by SUNY, CUNY, community and private college campuses throughout the State.

WORK PERFORMED:

- Provide regular technical and business support to participating START-UP NY businesses
- Develop and implement business outreach and recruitment plans with an emphasis on supporting participating businesses
- Work closely with START-UP NY Approval Board, SUNY, CUNY and other private university and college campuses to identify and certify START-UP NY tax-free areas and participating businesses throughout NYS
- Maximize program interest through collaboration with investor, entrepreneurship, real estate, site selection, media and marketing communities
- Take initiative to develop and implement proactive program objectives that meet the goals of ESD and result in the creation, retention and attraction of jobs to NYS while meeting fiduciary responsibilities and conserving resources
- Oversee program goals, objectives and metrics for evaluation of program performance and recommend changes where necessary that will result in the streamlining and better delivery of ESD programs and services
- Provide weekly update to President & CEO and prepare relevant reporting to Executive Chamber where necessary
- Oversee the development of annual START-UP NY public performance report and review and approve START-UP NY program and promotional materials
- Ensure effective coordination and integration of activities between staff, Executive Chamber, agency specialists and other public and private stakeholders and organizations as needed and appropriate
- Ensure START-UP NY information, records and databases are maintained, shared as needed, and compiled in support of annual public performance report and ten-year evaluation.
- Oversee and undertake special projects or initiatives as needed

EDUCATION & REQUIREMENTS:

Education level required: Bachelor's degree, advanced degree preferred

Equivalent Experience required: 5+ years of relevant experience, preferably in leadership capacities; experience building strategies and planning execution and in business development

Knowledge Required:

Excellent verbal and writing skills; knowledge of Microsoft office; understanding of business and governmental issues a plus

APPROXIMATE HIRING SALARY: Up to \$110,000

INQUIRE

Leah Schanke, AVP, Human Resources, ESD Corporation

**DEADLINE:** At least two 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)

**AN EQUAL OPPORTUNITY EMPLOYER**