



**Job Opening**

**Job Posting:** Oct. 3, 2018

**Application Deadline:** Nov. 2, 2018

**JOB TITLE:** Director of Partnerships, Global NY

**LOCATION:** NYC

**DEPARTMENT:** Global NY

**Basic Function:**

Develop and expand Global Partnerships that support New York's export and foreign direct investment strategies.

**Work Performed:**

- Cultivate relations with foreign entities and businesses in strategic international markets that expand opportunities for NY export and increase foreign direct investment.
- Identify opportunities where ESD and Executive travel will strengthen ties and expand business opportunities in strategic markets.
- Oversee ESD's planning, logistics and execution of international travel for high level trade missions.
- Recruit NYS companies and business leaders for high level trade missions as may be needed
- Work closely with trade representative, consulate staff and private sector companies to create opportunities for NY businesses interested in exporting products and FDI opportunities in NY.
- Engage NY businesses and trade groups to promote Global NY Programs and opportunities.
- Work with ESD strategic business, marketing and press teams to develop targeted international industry outreach and marketing plans.
- Assist Global NY team with relevant Programs that provide export assistance to local companies.
- Perform other related functions as assigned by executive management.

**EDUCATION & REQUIREMENTS:**

Education Level required: Bachelor's degree in relevant area

Experience required: Five years relevant experience, preferably working in international markets and conducting trade mission.

Effective writing and oral communication skills.

**APPROXIMATE HIRING SALARY:** Starting at \$110,000 (w/ comprehensive benefits package)

**INQUIRE**

Leah Schanke, AVP, Human Resources

**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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