



## Job Opening

**Job Posting:** February 2022

**Application Deadline: 30 days or  
until position is filled**

**JOB TITLE:** EVP, Real Estate Development and Planning  
**DEPT:** Real Estate Development and Planning (REDP)

**LOCATION:** NYC

### **BASIC FUNCTION:**

Manages Empire State Development's diverse real estate portfolio and dynamic real estate team, leading development projects from planning through asset management by determining development and reuse feasibility; overseeing competitive disposition and public approvals processes; negotiating programmatic, financial and other transactional terms with designated project developers; engaging with elected officials and community stakeholders; and managing all aspects of projects through construction completion and beyond to ensure ongoing regulatory compliance.

### **WORK PERFORMED:**

- Supervises a staff of approximately 60, including Real Estate, Environmental Planning, Design & Construction, Community Relations and multiple subsidiary development corporations (eg, Lower Manhattan Development Corp, Harlem Community Development Corp, Convention Center Development Corp)
- Oversees agency's public/private development projects, including major State priorities such as the Penn Station Area Redevelopment, World Trade Center Tower 5, and Belmont Park Redevelopment
- Manages large interdisciplinary teams, including external consultants as needed (eg, architects, urban planners, financial consultants, engineers, appraisers, attorneys, environmental consultants), to execute projects
- Works closely with the Governor's Office, multiple New York State agencies (eg, DOCCS, OPWDD, OMH, DASNY) and community stakeholders to spearhead projects that leverage NYS-owned surplus properties (eg, decommissioned prisons, mental health campuses, armories, etc) to create economic development opportunities such as new jobs, improved infrastructure, affordable housing, community facilities and publicly-accessible open spaces.

### **EDUCATION & REQUIREMENTS:**

**Education level required:** Master's degree in Business Administration, Real Estate, Law, Urban Planning, Finance or other relevant area

**Experience required:** 10+ years' experience in urban and/or regional real estate development, with significant transactional and supervisory experience

**Knowledge required:** Broad knowledge of real estate development and economic development; familiarity with State disposition processes, including General Project Plans and SEQRA, a plus.

**License:** Must have valid driver's license

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## Competencies

- Effective and compassionate leader: manages and mentors staff effectively; confident making decisions; exercises good judgment
- Problem-solver: breaks down complex problems into manageable components; willing to question and revisit the status quo; able to navigate bureaucratic impediments to achieve results
- Quick study and big-picture thinker: quickly gets up to speed on complicated government bureaucracies, programs and policies; understands goals and interdependencies across ESD and the State; takes into account the impact of a decision, both short and long term, including political ramifications
- Multi-tasker: thrives in fast-paced environment, working on large portfolio of diverse complex projects
- Collaborator and team player: builds trusting relationships internally and externally; cultivates network of colleagues from which to solicit information, feedback and resources; seeks to understand needs of colleagues and proactively offers support
- Effective communicator: communicates clearly to different audiences, including executive leadership, industry leaders and the public; messages key points concisely and efficiently; prepares professionally written materials for dissemination to experts and non-experts alike

**APPROXIMATE HIRING SALARY:** Commensurate with Experience

**External Candidates:** *Send resume or inquiry to HR: [resumes@esd.ny.gov](mailto:resumes@esd.ny.gov), indicating job title in subject line and salary requirement in email body*

**Internal Candidates:** *Complete [Posting Application](#) and attach a copy of resume*

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