



Job Opening

Job Posting: 01/30/20

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

JOB TITLE: Regional Director
DEPT: Regional Offices

LOCATION: Binghamton, NY

BASIC FUNCTION:

The Regional Director will be charged with directing and managing ESD's Regional Office and will be responsible for sourcing, originating and developing a robust pipeline of new transactions with private sector companies, implementing new programs that are consistent with ESD policy objectives, structuring discretionary incentive packages for businesses and not-for-profit entities, guiding projects through the necessary board and public approval processes and creating and maintaining strong working relationships with external clients.

WORK PERFORMED:

- Direct operations of ESD Regional Office on a day-to-day basis
- Maintain key external communications with the Regional Council and other regional, state, public and private entities
- Oversee implementation of the Consolidated Funding Application projects within the region
- Source and originate grant and loan deals in alignment with strategic plans
- Structure and negotiate State involvement in awarding discretionary benefits to projects with developers, end users and local governments
- Coordinate and collaborate with Governor's office, ESD Senior Vice President and the CEO, local Regional Council and other State and local agencies to implement projects
- Build and maintain relationships with governmental and quasi-governmental entities, real estate and business groups, civic and community organizations, cultural and professional organizations, and advocacy groups
- Represent ESD on issues relevant to the State economy and business climate as assigned or requested.
- Provide overall guidance and management in professional development of staff

EDUCATION & REQUIREMENTS:

Education Level required: Bachelor degree in Business Administration, Finance, Marketing &/or Economics
Relevant experience required: 10 years experience in urban or regional development and/or in economic development policy formulation; Master's degree can substitute for up to 2 years experience.
Knowledge required: Broad knowledge of business, economic development and public development programs and management.

APPROXIMATE HIRING SALARY: \$105,000 - \$115,000 (w/ comprehensive benefits package)

INQUIRE

Maria Gately – Sr. HR Manager - Human Resources Dept.

External Candidates: Send resume to 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

WE ARE AN EQUAL OPPORTUNITY EMPLOYER COMMITTED TO DIVERSITY