

Job Opening

Job Posting: December 2021

Application Deadline: 30 days or until position is filled

JOB TITLE: Regional Director, Western NY

LOCATION: Buffalo

DEPT: Regional Offices

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

Position expected to work onsite and/or remote consistent with NYS and ESD guidelines and needs.

EDUCATION & REQUIREMENTS:

Bachelor degree in Business Administration, Finance, Marketing, Economics, or Urban Planning. Relevant experience required: 10 years' experience in urban or regional development and/or in economic development policy formulation

Knowledge required: Broad knowledge of business, economic development and public development programs and management.

APPROXIMATE HIRING SALARY: "Commensurate with Experience (w/ comprehensive benefits package)"

INQUIRE

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

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