Job Opening  
APPLICATION DEADLINE DATE: July 16, 2022  

**JOB TITLE:** Regional Director, Non-Statutory, Management/Confidential  
**APPOINTMENT TYPE:** Temporary  
**DEPARTMENT:** Finger Lakes Regional Office  
400 Andrews Street, Suite 300  
Rochester, NY 14604  

**LOCATION:** Rochester  
**JURISDICTION CLASS:** Exempt  

**BASIC FUNCTION:**  
The Regional Director will be responsible for managing Empire State Development's (ESD) Finger Lakes Regional Office. The incumbent will also be charged with 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 Economic Development 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 Economic Development 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:**  
A bachelor’s degree in Business Administration, Finance, Marketing, Economics, or Urban Planning, plus ten (10) years of experience in urban or regional development and/or in economic development policy formulation. Two years of the experience must have been at a management or supervisory level.  

**Substitution:** The following substitution for the experience described above may be applied as follows:  
A master’s degree in one of the above-mentioned fields may substitute for one year of general experience.  

**Preferred Knowledge and Experience:** Broad knowledge of business, economic development, and public development programs and management.  

**SALARY:** $125,000  

**ADDITIONAL:**  
If interested in this position, please forward a cover letter and resume to the e-mail address below by **July 16, 2022**. Be sure to indicate the position title and location you are applying for and specify how you meet the minimum qualifications in your cover letter.
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6/16/2022
Reference No. 00641

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