

Job Opening
APPLICATION DEADLINE DATE: July 16, 2022

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

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.

INQUIRE

NYS Department of Economic Development
Human Resources Office
625 Broadway
Albany, NY 12245
Fax: (518) 292-5852
E-Mail: DED-HR@esd.ny.gov

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6/16/2022

Reference No. 00641

Pursuant to Executive Order 161, no State entity, as defined by the Executive Order, is permitted to ask, or mandate, in any form, that an applicant for employment provide his or her current compensation, or any prior compensation history, until such time as the applicant is extended a conditional offer of employment with compensation. If such information has been requested from you before such time, please contact the Governor's Office of Employee Relations at (518) 474-6988 or via email at info@goer.ny.gov.