



Job Opening

Job Posting: July 17, 2017

Application Deadline: July 31, 2017

JOB TITLE: Senior Vice President, Global NY
DEPT: Global NY

LOCATION: NYC

BASIC FUNCTION: The SVP, Global NY will lead Agency efforts to attract foreign direct investment and promote New York State export opportunities abroad.

WORK PERFORMED:

- Lead overall foreign investment and export efforts, including developing innovative initiatives and strategic partnerships.
- Manage Global NY Division administrative operations including the activities of foreign representatives and ESD Global NY staff; budget preparation and staff development.
- Engage the global business community at domestic and international events and travel abroad to develop knowledge about foreign industries and specializations; travel within NYS includes leading Global NY road tours.
- Work closely with ESD's Strategic Business Development (SBD), ESD Regional Directors, NYS economic development organizations and the Regional Economic Development Councils (REDCs) to facilitate opportunities.
- Collaborate with ESD marketing and public affairs teams on targeted international industry outreach and marketing plans.
- On an ongoing basis review and analyze Global NY program operations, implementing necessary adjustments and revisions based upon changing conditions affecting world trade and investment.
- Establish departmental goals, objectives and metrics for evaluation of program performance and closely monitor external contracts.

EDUCATION & REQUIREMENTS:

Education level required: Master's Degree or significant relevant experience substitution w/Bachelor's *plus*,
Relevant experience required: 10+ years' relevant trade, investment and supervisory experience.
Frequent inter-state and international travel required.

APPROXIMATE STARTING SALARY: Commensurate with Experience

INQUIRE

Eileen Mason, VP, Human Resources - Human Resources Dept., ESD Corporation
Internal Candidates: COMPLETE A POSTING APPLICATION AND ATTACH A COPY OF RESUME
External Candidates: SEND RESUME TO: Resumes@esd.ny.gov

AN EQUAL OPPORTUNITY EMPLOYER