

Job Opening

Job Posting: June 10, 2022

Application Deadline: 30 days or
until position is filled

LOCATION: Albany

JOB TITLE: Sr. Director, Entrepreneurship Development
DEPARTMENT: Division of Science, Technology & Innovation (NYSTAR)

BASIC FUNCTION:

NYSTAR funds over 70 centers that support the New York State innovation ecosystem. Reporting to the Senior Vice President of NYSTAR, this individual will coordinate efforts to accelerate emerging company growth. Companies will be invited to a central location to receive guidance/assistance to address challenges they face. This position will be responsible for handling functions/activities necessary to ensure the success of this program. This effort will be focused on potential manufacturing companies and technology that may support manufacturing.

WORK PERFORMED:

- Provide weekly update to SVP and prepare relevant reports as necessary.
- Supervise other Entrepreneurship Navigators and coordinate efforts.
- Create a living strategic plan.
- Work closely with SVP and others to coordinate and assist venture competitions.
- Engage incubators, accelerators and organizations focused on underserved populations.
- Assist entrepreneurs with developing a commercialization roadmap to accelerate growth.
- Identify commercialization bottlenecks across NY and develop/connect with programs that alleviate those needs (pilot content.)
- Leverage partners to provide entrepreneurial training, workshops, and engage other effective programs.
- Identify feeder networks (commercialization competitions, SBIR awardees, Hot Spots & Certified Incubators etc.) to identify and assist promising start-ups.
- Work closely with NYSTAR team to coordinate efforts.
- Track all company engagement and assistance provided, documenting likely keys to success or causes of start-up failure.
- Travel primarily in-state.
- Present at meetings highlighting program and learnings.
- Oversee and undertake special projects or initiatives as needed.
- Other duties as assigned.

EDUCATION & REQUIREMENTS:

Education Level required: Bachelor's degree in STEM related field.

Relevant experience required: 7+ years' experience with commercialization and entrepreneurial efforts.

Remote Work Certification (*must include percent of time position can be performed & managed remotely - 20% minimum*): Approx. 50%

APPROXIMATE HIRING SALARY: \$110,000 (w/ comprehensive benefits package)

INQUIRE

Jane Martinez – HR Recruiter

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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