

Job Opening

Job Posting: 01/16/2020

**Application Period: 30 Days or Until
Position is Filled**

JOB TITLE: VP, Real Estate Development and Planning

LOCATION: NYC

DEPT.: Real Estate Development and Planning

BASIC FUNCTION:

Reporting directly to the Executive Vice President of Real Estate Development and Planning, the Vice President of Real Estate Development and Planning will be one of two VPs managing a diverse portfolio of statewide real estate development projects from planning and marketing through environmental review and public approvals, to closing and disposition. The VP will be an integral part of a small, dynamic team, responsible for managing intra- and interagency teams, consultants, and staff; negotiating with developers and other public and private partners; collaborating with elected officials and other community stakeholders; and analyzing project financing.

WORK PERFORMED:

- Supervise and coordinate multidisciplinary ESD project teams tasked with planning, marketing and disposing of surplus and underutilized State properties through General Project Plans.
- Manage public and private parties involved in the purchase or lease of properties during the public approvals and disposition process. These parties may include landlords/landowners, developers, architects, urban planners, financial consultants, engineers, appraisers, title abstract companies, attorneys, environmental consultants, State and municipal agencies, and others.
- Help manage Real Estate Development staff, providing guidance and constructive feedback, including regular one-on-one meetings; encouraging training and other growth opportunities; and monitoring projects to ensure they are on track.
- Represent ESD at conferences and public functions.

EDUCATION & REQUIREMENTS:

Education Level: Bachelor's degree required; graduate degree in real estate, finance, urban planning, business, law, public policy or related field strongly preferred.

Equivalent Experience required: 7+ years' experience in at least one of the following fields: real estate, economic development, urban planning, public administration or related field.

Knowledge required: Knowledge of public policy, urban planning, real estate and/or other fields related to economic and real estate development. Knowledge of construction is a plus.

License: Must have valid driver's license

Competencies:

- **Effective leadership:** manages and mentors staff effectively; confident making decisions; exercises good judgment.
- **Problem-solving:** identifies, prioritizes and addresses performance deficiencies by focusing on the "20% of the issue driving 80% of the result"; breaks down complex problems into manageable components; willing to question and revisit the status quo; able to navigate bureaucratic impediments to achieve pragmatic results.
- **Big-picture thinking:** quickly gets up to speed on complex government bureaucracies, programs and policies; employs systems-level thinking to understand goals and

interdependencies across agency; considers the impact of a decision both internally and externally, short- and long-term.

- Collaborating: builds supportive, trusting relationships with agency colleagues; cultivates network of diverse colleagues from which to solicit information, feedback and resources; seeks to understand needs of colleagues and proactively identifies opportunities and offers support.
- Synthesizing: communicates in ways understandable to intelligent non-experts; summarizes key points efficiently and clearly; prepares professionally-written materials suitable for dissemination.
- Active listening: validates problem hypotheses and potential solutions with staff, managers and external constituents; listens to broader environment to identify and understand sensitivities.
- Attention to detail: carefully reviews work products before advancing to colleagues and external stakeholders to submit work that is context appropriate, clear and error free.
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APPROXIMATE HIRING SALARY: \$120,000 - \$140,000 (w/ comprehensive benefits package)

INQUIRE

Leah Schanke - AVP, Human Resources

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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