

Job Opening

Job Posting: 04/26/2018

Application Deadline: 05/25/2018

JOB TITLE: Vice President, NYSTAR Business Development

LOCATION: Albany

DEPARTMENT: Community Economic Development

BASIC FUNCTION:

Work with ESD partners and NYSTAR funded centers to ensure technology and innovation companies have access to expertise, specialized equipment and other assistance available to encourage company growth and/or technology acceleration. Help cultivate, support, and align the various innovation ecosystems emerging across New York to understand and utilize the ESD and NYSTAR programs.

WORK PERFORMED:

- Develop and implement business outreach and recruitment plans with an emphasis on supporting innovation and technology companies and helping grow new pipelines of business and/or accelerating commercialization
- Work with universities and NYSTAR funded assets to find companies and entrepreneurs that are ready to be commercialized
- Connect and collaborate with innovation ecosystems across the US and world including the START-UP NY Innovation Ecosystem to attract innovators, investors, entrepreneurs, businesses, technologists, etc. to work and build companies in New York
- Cultivate and grow relationships with federal programs focused on innovation ecosystem curation and growth (i.e. Regional Innovation Clusters, SBDCs, FAST, SBIR/STTR, iCorps, etc.)
- Engage and develop long term working relationships with local, state, and federal resource partners
- Maximize commercialization potential of companies through collaboration with investor, entrepreneurship, real estate, media, technical, legal, and marketing communities
- Take initiative to develop and implement proactive programs that support innovation and technology companies to meet ESD goals and result in the creation, retention and attraction of jobs to New York while meeting fiduciary responsibilities and utilizing program resources effectively
- Ensure effective coordination and integration of activities between ESD staff, Executive Chamber, agency specialists and other public and private stakeholders and organizations as needed and appropriate
- Oversee and undertake special projects or initiatives as needed

EDUCATION & REQUIREMENTS:

Education level required: Bachelor's degree, advanced degree preferred

Equivalent experience required: 5+ years of relevant experience, preferably in leadership capacities; experience building strategies and planning execution and in technology business development; multidisciplinary background preferred

Knowledge required: Excellent verbal and writing skills; knowledge of Microsoft Office; strong understanding of the technology and innovation industry, not for profits supporting technology acceleration, and related academia and governmental resources (local, state, and federal).

APPROXIMATE HIRING SALARY: Up to \$110,000

INQUIRE

Leah Schanke – AVP-HR

Internal Candidates: COMPLETE A POSTING APPLICATION AND ATTACH A COPY OF RESUME

External Candidates: SEND RESUME TO: Resumes@esd.ny.gov

WE ARE AN EQUAL OPPORTUNITY EMPLOYER COMMITTED TO DIVERSITY.