



Job Opening

Job Posting: 12/10/2021

Duration: Two Weeks Only

JOB TITLE: VP, Real Estate Development and Planning

LOCATION: NYC or Albany office

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 three VPs managing a diverse portfolio of statewide real estate development projects from planning and marketing through environmental review and public approvals, through closing, disposition and construction. With a focus on surplus properties located upstate, the VP will need to establish a broad range of relationships with ESD and local stakeholders across the state. 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. Sense of humor is a plus.

Department Description: ESD's Real Estate Development and Planning Department (REDP) oversees the planning and implementation of real estate-driven economic development projects and initiatives throughout New York State, including major infrastructure projects. Recent projects include the development of underutilized parking lots at Long Island's Belmont Park, including a new home for the New York Islanders; a comprehensive plan for the redevelopment of the Penn Station area; affordable housing developments in Brooklyn; and multiple transformative mixed-use projects on Harlem's 125th Street, focused on arts, culture and affordable housing. ESD partners with other State agencies to reposition surplus State properties through public-private partnerships, typically through Requests for Proposals to sell or lease properties for economic development.

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.
- Coordinate with ESD Regional Offices on strategic marketing of surplus sites and local stakeholder outreach.
- 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.
- Participate in agency strategic planning activities and formulation of department policies and procedures.
Represent ESD at conferences and public functions as needed.

EDUCATION & REQUIREMENTS:

Minimum 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 and compassionate leader:** manages and mentors staff effectively; confident making decisions; exercises good judgment.
- **Problem-solver:** 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.
- **Quick study and big-picture thinker:** 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.
- **Collaborator and team player:** 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.
- **Synthesizer:** communicates in ways understandable to intelligent non-experts; summarizes key points efficiently and clearly; prepares professionally written materials suitable for dissemination.
- **Active listener:** 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.

APPROXIMATE HIRING SALARY: Commensurate with Experience (w/ comprehensive benefits package)

INQUIRE

Eileen Mason – SVP, Human Resources.

External Candidates: Send resume or inquiry to HR: 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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