

Job Opening

Job Posting: 05/12/2021

**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, through closing, disposition and construction. 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.
- 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:

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.

Position expected to work onsite and/or remote consistent with NYS and ESD guidelines and needs.

APPROXIMATE HIRING SALARY: \$100,000 - \$120,000 (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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