
POSITION ANNOUNCEMENT – Business Development Officer – Rochester, NY

Company Overview

PathStone is a visionary, diverse organization empowering individuals, families and communities to attain economic and social resources for building better lives. Begun in 1969, PathStone is a private, not-for-profit regional community development and human service organization providing services to farmworkers, low-income families and economically depressed communities throughout New York, Pennsylvania, New Jersey, Ohio, Indiana, Vermont, Virginia and Puerto Rico.

Our Mission is to build family and individual self-sufficiency by strengthening farmworker, rural and urban communities. PathStone promotes social justice through programs and advocacy.

PathStone Enterprise Center's mission is to enhance the economic self-sufficiency and quality of life of individuals and communities through entrepreneurial training, technical assistance and access to financing for new and expanding businesses throughout Upstate New York and Puerto Rico.

Position Summary

Help support the development of small and micro-businesses to encourage entrepreneurship create jobs and strengthen local communities through provision of financial services, marketing, outreach and technical assistance.

Requirements

- Bachelor's degree and/or three years' experience in economic development, banking or another area of business financing.
- Knowledge of the principles of credit underwriting, financial analysis, marketing, business management; understanding of the methods of financing business development.
- Ability to read, analyze and evaluate financial statements, projections, business plans to formulate a comprehensive picture of the financial condition of a business.
- Ability to apply knowledge of PathStone goals and mission to economic development; ability to apply knowledge of business management, marketing and accounting to the development of mid and long range plans for business.
- Expert written and verbal communication skills in the areas of presentation, negotiation, persuasion, interpretation, investigation.



Specifications

PathStone provides a competitive salary and fringe benefit program. The position is available after January 15, 2018.

Base hourly rate is \$17.33 with a significant range based upon demonstrated experience and qualifications.

To apply, please email a detailed cover letter and resume to:

Supervisor's Name: Hubert Van Tol

PathStone Corporation

Address: 400 East Avenue

Rochester, New York 14607

Email address: hvantol@pathstone.org

Phone/Fax: 585-340-3385/585-340-3326

Additional Information

*Individuals interested in applying for this position must submit a resume to the above listed supervisor on or before:
12/17/18*

Authorization Number: 204-17

Year Round:
Seasonal/Temporary:
Full Time:
Part Time: # of hours/wk. ____

Budgeted Project Code(s) for the Position:
_____ E6070 % 40
_____ E6071 % 20
_____ E6072 % 40
_____ % _____

