



Business Development Manager

Background:

The HOPE Program is a leader among New York City job training providers, upskilling adult jobseekers (ages 18 - 70) for a broad range of sectors, including a focus on green construction, maintenance, infrastructure and related careers. We work with individuals facing deep structural barriers to employment, including histories with the criminal legal system, current and/or past homelessness, substance abuse disorders, low educational attainment and more. Our comprehensive approach includes classroom training, industry-recognized certifications, digital literacy and access, financial literacy and access, mental health support, case management, paid job training, and our signature "HOPE for Life" approach, which provides a vital community of support throughout the lives of HOPE graduates' careers. With measurable outcomes among the strongest in the industry, HOPE's impact sits at the intersection of COVID-19 recovery, racial justice, and building a more equitable future for New York City. [Our work is best described in the words of our graduates, such as Enrique.](#)

Position:

The Business Development Manager will be responsible for building employer relationships in the Green Economy to support job placement for our green-collar job training programs. This will involve researching sectors within the Green Economy, outreaching to potential employers, pitching the HOPE Program as a workforce development partner, and managing ongoing relationships. Additionally, the Business Development Manager is responsible for securing grants and short term work project contracts to grow the Intervine Social Enterprise. While the majority of the role will be focused on developing external partnerships, the Business Development Manager will also work closely with HOPE staff and clients to support matching clients to specific job opportunities.

Responsibilities:

- Research and document labor market trends in the green economy, with a particular focus on green maintenance and construction, clean energy (solar, wind, batteries), and green infrastructure/horticulture. Collaborate with the senior leadership team and the Intervine Social Enterprise team to identify new strategic employer partners to fulfill goals outlined in HOPE's strategic plan.
- Cultivate relationships with large and small businesses, nonprofits, employment and industry associations, and other partner agencies across New York City with particular focus on the green economy. Success will be measured against goals in the following three categories:
 - Job orders for permanent, unsubsidized jobs for HOPE program graduates

- o Job orders for contract, fee-for service, or grant-funded opportunities for HOPE participants and/or graduates with a focus on transitional “earning and learning” opportunities. These work opportunities could come in the form of projects in which the Intervine Project Manager directly supervises a crew of Intervine workers or projects in which HOPE graduates work directly for an external employer.
 - o Grants/contracts to grow the Intervine Social Enterprise
- Meet team and individualized goals for business development, placement and retention
 - Work collaboratively with the Employment and Graduate Services Team to develop opportunities for individuals who are ready for work experience.
 - Screen individuals for job orders.
 - Represent HOPE at relevant corporate and community events.
 - Other duties as assigned.

Minimum Qualifications:

Demonstrated ability to succeed in a performance-driven environment. Knowledge of the “green economy” and companies operating in this field. Experience in developing long-term relationships with employers including small businesses, larger corporations, and nonprofits. Proven skills in developing job, internship, and other work-related opportunities for a low-income population. Excellent computer, interpersonal and collaborative leadership skills.

Salary/Benefits: Salary is dependent upon experience. HOPE provides a full package of benefits including: healthcare and dental insurance; retirement plan; competitive vacation (plus 1/2 day Fridays during summer which is equal to 7.5 additional vacation days); and 12 paid holidays.

Interested Candidates: Email cover letter, indicating what position you are applying for and where you saw listing, and resume to hr@thehopeprogram.org. Resumes unaccompanied by a cover letter will not be reviewed. No telephone calls, please.

The HOPE Program is an equal opportunity employer.

www.thehopeprogram.org