



## **MANAGER, BUSINESS DEVELOPMENT & STRATEGY (TALENT)**

The Manager, Business Development & Strategy will establish and support effective workforce connections for local jobseekers, specifically formerly incarcerated individuals. Under the direction of the Assistant Vice President of Talent Development, the Manager, Business Development & Strategy will develop and assist in the implementation of a transitional employment model. This role will also work closely with the Industry Attraction team as a facilitator connecting programs, jobseekers, and businesses.

### ***Key activities are as follow:***

- Oversee the development and implementation of a transitional employment program for formerly incarcerated individuals.
- Coordinate with the Industry Attraction & Retention team to connect participating employers with qualified jobseekers. The candidate will be required to collaborate across teams to engage businesses and workforce programs in building strong connections.
- Responsible for day-to-day implementation and operation of the transitional employment program. Plan and organize program development components.
- Collaborate with Talent Development Team and community partners in a multi-disciplinary team to identify needs and develop a comprehensive plan and goals.
- Identify and develop partnerships with community organizations and programs to help develop and implement strategies to achieve set goals for talent development, with focus on transitional employment.
- Develop and facilitate a strategy for community education and awareness of new transitional employment services.
- Maintain an awareness of evidence-based practices and trends to assist in program development.
- Perform financial and economic analysis to determine public return on investment related to transitional employment models.
- Create reports and conduct analysis for key stakeholders, partners and investors.
- Serve as project manager on various initiatives related to business development for a transitional employment program, including representing the organization at conferences.

### **Qualifications & Job Requirements:**

- Bachelor's degree (B.A.) from four-year college or university **or relevant work experience required.**
- Strong consideration will be given to those with past economic development, social work, or re-entry initiative experience focused in program development and management
- Must be proficient in MS Office: MS Outlook, Word, Excel, PowerPoint, Access, Publisher
- Self-starter who can take initiative and drive results
- Intellectually curious with ability to bridge gap between the esoteric and practical, strategic and tactical
- Demonstrated imagination and a creative "new way of thinking" in generating new ideas
- Enjoy the dynamics of working in a community with diverse civic, business, and political leadership



- Maintain a spirit of excitement, involvement, and commitment; enthusiasm for the power of effective economic development
- Belief in innovation and the potential for inclusive economic growth
- Proven leadership and motivational skills
- Strong interpersonal skills
- Ability to process and execute economic development initiatives
- Capable of multi-tasking for prioritizing multiple projects
- Excellent communication skills (both verbal and written)
- Accountable and willing to take initiative and drive results
- Adherence to deadlines related to projects and events; ability to enforce priorities
- Work comfortably as a cooperative team member in a highly collaborative, fast-paced environment
- Ability to act as a representative of NOLABA to the public

**Attributes:**

- Vision
- Interpersonal skills
- Communication skills (written and oral)
- Team building ability
- Sense of humor
- Resourcefulness
- Comfort with complexity
- Ability to adapt and thrive in an entrepreneurial environment
- High ethical standards and commitment to fairness and equity

**Physical & Mental Demands:**

- While performing the duties of this job, the individual is regularly required to speak and hear
- Specific vision abilities required by this job include close vision and the ability to adjust focus
- Read and interpret data (emails, memos, letters)
- Ability to maintain visual attention and mental concentration for significant periods of time
- Ability to analyze and interpret data
- Ability to effectively communicate with superiors, peers and subordinates

**Working Conditions:**

- While performing the duties of this job, the individual is occasionally required to travel within the New Orleans area.
- This is a full time position and hours of work and days are Monday through Friday 8:30am to 5:30pm. Occasional evening and weekend work may be required as job duties demand.



**NOTICE:**

- Applicants must be currently authorized to work in the United States for any employer.
- Salary Commensurate with Experience. Competitive Benefits Package

**Application Process:**

To apply for this position, send the following documents via email to [Careers@nolaba.org](mailto:Careers@nolaba.org):

- Resume
- Cover Letter

In your email, please note “*NOLABA Manager, BD: Talent*” in the subject line.

**NOLABA is an Equal Opportunity Employer**

New Orleans Business Alliance (NOLABA) provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, gender, sexual orientation, national origin, age, disability, genetic information, marital status, amnesty, or status as a covered veteran in accordance with applicable federal, state and local laws. NOLABA complies with applicable state and local laws governing non-discrimination in employment in every location in which the organization has facilities. This policy applies to all terms and conditions of employment, including, but not limited to, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and training.

NOLABA expressly prohibits any form of unlawful employee harassment based on race, color, religion, gender, sexual orientation, national origin, age, genetic information, disability, or veteran status. Improper interference with the ability of NOLABA employees to perform their expected job duties is absolutely not tolerated.

All NOLABA employees are subject to the Organization’s Public Records Policies and Procedures.