



Director, Employer Partnerships

An Exciting New Opportunity

New Orleans Business Alliance is looking for exceptional candidates who are passionate and understand how instrumental economic development is to the quality of life for New Orleans residents. We problem-solve every day. We work hard to change narratives and realities. We have a lot of fun. And we'd like you to be part of this important work and amazing team!

New Orleans Business Alliance is looking to hire a **Director, Employer Partnerships**. This Director leads business development activities to identify, cultivate, and engage employers in a structural rather than transactional manner to accelerate and advance the Business Alliance's mission.

Under the direction of the Assistant Vice President, Talent Development, the Director, Employer Partnerships will provide strategic, forward-thinking cultivation and management of employer partnerships, and will support the development of workforce pipelines and career pathways in Information Technology, Skilled Crafts, Hospitality, and Healthcare industries. Key Performance Indicators of this position include business development leads, new sector partnerships, candidate pipeline creation and maintenance, candidate hires, and jobs retained.

Fundamental Duties

- Engage and cultivate key business leadership in the New Orleans economy in order to secure and mobilize employers that will that will support and advance the Business Alliance's mission.
- Develop and implement long- and short-term goals to expand and continually improve employer engagement over time and measure the efficacy of this engagement in terms of impact on programs.
- Successfully works with NOWDB (New Orleans Workforce Development Board) Business Engagement Committee on projects that directly contribute to job and career pathway growth.
- Leads development and tracking of industry pipeline goals and metrics with assistance from internal Performance Management team and compliance with internal customer relationships management (CRM) tool. Accountability metrics will drive personal performance reviews.
- Serves as project manager on various initiatives related to business engagement, including representing the organization at conferences and working closely with executives to solve company and industry related issues.
- Continues to grow Business Alliance relationships with the business ecosystem.



- Serve as an advocate regarding talent development projects with external partners (i.e., the City of New Orleans Office of Workforce Development, New Orleans Workforce Development Board, Greater New Orleans, Inc.).
- Assists with accurate CRM documentation and reporting.
- Regularly reports to AVP of Talent Development.
- Maintain a set of relationships with established employers and be the primary liaison; recruit and orient new employer partners to the NOWDB Business Engagement Committee and its initiatives.
- Work with employer partners to develop quality career pathways for special jobseeker populations.
- Work in partnership with the Talent Development team and participate in regular team meetings to maintain open communication and transparency.
- Track and analyze labor market data to understand industry trends and meet the labor needs of local employers and inform practice.
- Utilize internal data sources to reflect on past performance and develop strategies to improve performance.
- Conduct focused qualitative and quantitative studies of targeted occupations in key sectors.
- Other duties as assigned.

Qualifications and Requirements:

- Bachelor's degree from four-year college or university, and MBA or equivalent experience is required.
- 3 to 7 years of experience in hospitality / innovation fields relevant to the current and future New Orleans economy.
- Domain knowledge of hospitality innovation, software development, and entrepreneurial skills is preferred.
- Strong consideration will be given to candidates with experience in ground-up business development pipeline creation (e.g., cold calling, solo representation of a company or organization at conferences/trade shows).
- Excellent communication skills (both verbal and written).
- Intellectually curious with ability to bridge gap between the esoteric and practical, strategic and tactical.
- Self-starter who can take initiative and drive results.
- Flexible team player; able to work in a fast-paced environment.
- Enjoys the dynamics of working in a community with diverse business and political leadership.



- Maintains a spirit of excitement, involvement, and commitment; enthusiasm for the power of effective economic development.
- Belief in innovation and the potential for rapid economic growth.
- Solid in understanding and implementing performance-based measurements and outcomes.
- Proven leadership and motivational skills.

Attributes:

- Vision
- Interpersonal skills
- Team building ability
- Presentation skills
- Comfort with complexity
- Ability to adapt and thrive in an entrepreneurial environment
- High ethical standards and commitment to fairness and equity

Physical and 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 and nationally.
- 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. Exceptional Benefits Package.

Application Process:

To apply for this position, send the following documents via email to Careers@nolaba.org:

- Resume
- Cover Letter

In your email, please note “*NOLABA Director Employer Partnerships*” in the subject line.



NOLABA is an Equal Opportunity Employer

New Orleans Business Alliance 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. The Business Alliance 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.

New Orleans Business Alliance 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 Business Alliance employees to perform their expected job duties is absolutely not tolerated.

All New Orleans Business Alliance employees are subject to the Organization's Public Records Policies and Procedures.