



VICE PRESIDENT, K-16 STRATEGIC PARTNERSHIPS

An Exciting New Opportunity

New Orleans Business Alliance ([NOLABA](#)) 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 **Vice President, K-16 Strategic Partnerships**. Under the direction of the President & CEO, a member of NOLABA's Senior Leadership team, this Vice President supports collaboration and creates a positive and constructive connection among students, training providers—including colleges, universities, and accelerated learning providers—and employers. The VP, K-16 Strategic Partnerships serves as a liaison between institutions of learning and new and existing businesses in Orleans Parish, promoting high-quality K-16 talent pipelines to local employers that responds to today's needs and anticipates future demand. Key Performance Indicators will include: development of two-year and four-year partnerships, identification of industry-based talent development opportunities, and development of a continuum of talent pathways.

ESSENTIAL DUTIES & RESPONSIBILITIES:

- Serve as the key internal resource for K-16 Education opportunities through collaboration and knowledge sharing across internal and external teams
- Support employer engagement to implement career pathways for students and graduates
- Work with organizational leaders to identify, develop, and promote compelling partnerships between local K-12 schools and post-secondary institutions to prepare students for employer-informed career pathways
- Establish partnerships to prepare in-school youth and post-secondary students for careers in high-wage, high-growth industry sectors
- Recruit employers to provide work-based learning opportunities for youth, trainees and apprentices
- Plan, organize, perform, integrate and evaluate programs, services and pathway activities
- Work in partnership with the Senior Leadership team to recruit employer partnerships for K-16 opportunities
- Research industry and community-based demographic trends and best practices in sector-based training to support partnership decisions
- Assist with the development of surveys and other research tools to identify the short- and long-term opportunities with K-16 partners and job placement and retention outcomes with local employers
- Create reports and conduct analysis for key stakeholders, partners and investors



- Serve as project manager on various initiatives related to K-16 Education opportunities, including representing the organization at conferences
- Explore opportunities for articulation agreements between training providers, community-based organizations and two and four-year institutions
- Identify opportunities to bridge gaps and forge partnerships between/across Opportunity Youth
- Build awareness of importance of K-16 partnerships with key stakeholders including funders, employer partners and community-based partners
- Perform related duties as assigned

Qualifications & Requirements:

- Bachelor's degree from four-year college or university or equivalent experience is required
- Demonstrated ability to convene a diverse group of stakeholders and develop a common language and sense of purpose
- Strong consideration will be given to candidates with partnership development and/or business development experience or strong professional network relationships among education leaders
- Strong consideration will be given to candidates with experience with Curriculum standards, requirements, interpretation and application in postsecondary training programs
- Excellent project management and reporting experience; strong organizational skills and ability to handle multiple tasks and meet deadlines under ever-evolving priorities; manages competing interests and strong personalities
- Superior communication skills (both verbal and written)
- Demonstrate clear evidence of sensitivity to and understanding of the diverse academic, socioeconomic, cultural, disability, and ethnic backgrounds of stakeholder groups
- Intellectually curious with ability to bridge gap between the esoteric and practical, strategic and tactical
- Self-starter who can take initiative and drive results
- Demonstrated imagination and a creative "new way of thinking" in generating new ideas
- Cooperative team player; able to work in a fast-paced environment
- Exceptional collaborative, interpersonal and relationship building skills with robust political acumen
- 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 and holistic economic development
- Belief in innovation and the potential for rapid economic growth
- Analyze situations accurately and adopt an effective course of action
- Solid in understanding and implementing performance-based measurements and outcomes
- Proven leadership and motivational skills
- Proficiency in Microsoft Office applications (Outlook, PowerPoint, Excel, Word)



- Professional demeanor at all times; ability to act as a representative of the Business Alliance to the public

Attributes:

- Vision
- High comfort level with pushback or the vetting of ideas
- Interpersonal skills
- 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
- Your go-to phrase is, “let’s think about it, there is probably a way to make it happen”

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 may be required to travel within the New Orleans and United States; international travel may be required.
- 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 VP K-16*” in the subject line.



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

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