

StreetWise Partners
Full-time Employment Director

Are you a champion for economic and racial equity?

Are you committed to tackling systemic opportunity gaps that have prevented adults from accessing professional careers and upward mobility?

Are you looking to grow a job placement program?

Mission:

The mission of StreetWise Partners is to leverage mentorship to increase employment opportunities in New York City, Washington, D.C. and Detroit. StreetWise Partners pairs volunteers with mentees who are unemployed or underemployed to provide them with the skills, resources, and networks they need to secure and maintain employment.

Organizational Description:

For 25 years, StreetWise Partners has driven economic and career success for adults from overlooked and under-resourced communities. StreetWise Partners' one-year mentoring program provides customized, individualized mentorship for internship and job seekers while helping them establish an expansive professional network made up of hundreds of advocates who open doors and support long term career success. StreetWise Partners launched its first program in New York City in 1997, expanded to Washington D.C. in 2006 and to Detroit in 2019. Since inception, StreetWise Partners has served 7,000 mentees through the support of 12,000 mentors.

Position Overview:

In 2020/2021, StreetWise Partners successfully piloted job placement services and placed 115 graduates into roles with corporate partners. The organization is looking to expand the program to ensure our graduates secure employment faster, at higher starting salaries.

StreetWise Partners seeks an entrepreneurial Employment Director who is looking to build a department and execute on growth goals. The Director will oversee the growth of employment services in NYC with the goal of sourcing employment for 200+ StreetWise Partners job seekers annually, connecting job seekers with open positions and coaching them through the hiring process. The Director will build a team, develop an employer engagement strategy, create internal processes for job placement, and oversee data collection and analysis.

This is a full-time position in New York City and reports to the Chief Program Officer. The role is currently hybrid, with 1-2 days a week in the office.

Responsibilities include:

Employer Partnerships

- Source and cultivate new employer relationships within four key job functions across sectors: Finance/Accounting, Technology, Human Resources and Marketing/Media. Secure 30 new employer partners over a 12-18 month period to support 200+ job placements per year. This will include networking and prospecting, from initial stage relationship management to successfully

landing and fulfilling a volume job order, with high employer satisfaction. Focus should be on working towards a mutually beneficial long-term partnership.

- Deepen existing partnerships with 15 employer partners that represent global corporations. Analyze their hiring needs and support the team in matching StreetWise graduates with openings.
- Collaborate with the Chief Partnership Officer (CPO) to develop a fee for service model and subsequently introduce and sell this model as part of your portfolio. Work with the CPO to convert existing corporate partners into employer partners and employer partners into funding partners.
- Manage the organization's Employer Advisory Board and develop hiring plans for board member's companies.
- Ensure high level of satisfaction amongst employers. Advise the program team on programmatic upgrades to ensure job candidates are highly prepared.

Execution

- Manage the employment services team to create strong resumes, candidate profiles, timelines and processes to ensure quick and efficient internship and job placement. Ensure a 70% job placement rate within one year of graduation with an average full time salary of \$50K.
- Communicate hiring needs to the Alumni Manager to source and provide candidates in a timely manner.
- Collaborate with the communications team to upgrade marketing materials to promote hiring.
- Track employer information and relationship development in Salesforce.

Staff Development

- Supervise one full time alumni manager dedicated to job placement execution; advise on long term staffing plan and execute on team expansion.

Qualifications

- 5-7 years of Business Development, Talent Acquisition, Career Services, Marketing, or Human Resources experience, with a proven track record of developing sustainable partnerships with business and employers, or equivalent combination of education and experience.
- Demonstrated success in creating and growing innovative programs.
- Record of accomplishment in generating excellent relationships with partners and executives.
- Expert business knowledge to understand the business needs that drive clients to hire StreetWise graduates.
- Strong presentation, negotiation, communication, sales, and influencing skills.
- Demonstrates a commitment to sharing lessons learned, creative problem solving, exploring best practices and continuously improving service delivery.
- Strong understanding of social justice and economic equity; sincere interest in the mission.

To Apply

Please submit your cover letter and resume with salary requirements to Lauren Silberstein at jobs@streetwisepartners.org with "Employment Director" in the subject line. No calls please. We will contact only those applicants with whom we plan to set up an interview.

StreetWise Partners is an equal opportunity employer. We value and welcome diversity in the workplace and strongly encourage all qualified persons to apply. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status. For more information about StreetWise Partners, please visit: www.streetwisepartners.org.