



StreetWise Partners
Full-time Michigan Regional Director

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

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 Michigan in 2019. Since inception, StreetWise Partners has served 8,000 mentees through the support of 15,000 mentors.

Position Overview:

StreetWise Partners seeks a dynamic and entrepreneurial Regional Director who can successfully lead and grow programming in Michigan as part of a national mentoring organization. The Regional Director will drive impact through high quality program execution, data tracking and outcomes analysis, expansion of corporate partnerships, volunteer engagement and new funding identification.

This is a full-time position in Detroit, Michigan and reports to the Chief Program Officer. The role is currently hybrid, with 1-2 days a week in the office, although additional office days and occasional evenings may be required.

Responsibilities include:

Program Management

- Oversee the facilitation of the StreetWise 13-week workforce development mentoring program for 80 adult job seekers each year, ages 18-65 from under-resourced communities in Southeast Michigan.
- Supervise a team of 1-2 full time staff, contract facilitators, and interns. Activate the organization's core values and guiding principles in order to build a strong team and positive culture.
- Support the recruitment of 80 mentees each year; empower the Manager of Community Outreach to develop a strong recruitment strategy manage partnerships in the community.
- Oversee the mentor-mentee matching process for 80 mentoring pairs each year; create strong matches based on industry, demographics, communication style and personality traits.
- Manage contract Program Facilitators as they administer weekly mentoring workshops with job seekers and mentors; provide guidance on program facilitation, conflict resolution, crisis intervention, communication and other issues related to strong service delivery; intervene in difficult situations and problem solve effectively. Assist in curriculum review to ensure the content is nimble and demand driven.
- Manage the collection of demographics and impact data within the organization's Salesforce database; analyze data and identify trends to deepen impact.

Corporate Partnerships and Volunteer Recruitment

- Collaborate with the Chief Partnerships Officer to design and execute-on a corporate engagement strategy to support volunteerism, employment, and funding.
- Oversee and advance relationships with an estimated five existing corporate partners, leading outreach and communication with key contacts at the organizations.
- Identify, develop, and cultivate relationships with new corporate partners to increase volunteerism and funding and advance growth in the region.
- Manage the recruitment of 110 mentors and 100 one-time volunteers each year, which includes new volunteers, returning volunteers, and volunteers from corporate partners; host information sessions and deepen relationships with existing volunteers to increase long-term retention.

- Oversee the volunteer screening process; monitor volunteer interviews conducted by interns and drive acceptance/rejection recommendations.
- Support relationship building with corporate partners to provide volunteers and in-kind program space.
- Collaborate with the marketing team to create marketing materials that excite our audience; draft communication outreach for the region that sells the program to all constituents
- Plan volunteer engagement events including happy hours, trainings and networking events.

Qualifications

- 5 – 7 years of experience in nonprofit management and change management; experience developing sustainable partnerships with business and employers.
- Record of accomplishment in generating positive, long-term relationships with diverse constituents including volunteers, donors, corporate leaders, nonprofit partners and clients equally and effectively.
- 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.
- Commitment to social justice and economic equity; sincere interest in the mission.

Benefits:

- Comprehensive benefits package including 100% health care coverage for individuals.
- 4 weeks of paid vacation and a paid week off at the end of the year.
- Flexible work hours, select summer Fridays off and a hybrid work schedule.

To Apply

Please submit your cover letter and resume to Lauren Silberstein at jobs@streetwisepartners.org with “Michigan Regional 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.