MANAGER OF BUSINESS DEVELOPMENT

Position Description

ABOUT RESTORE NYC
Thousands of women are sold for sex and labor every day in NYC, in every neighborhood of every borough. Restore finds women who have been trafficked and provides counseling, housing, and jobs. We empower each survivor to thrive in their community, which includes having stable housing, a job they love, being reunited with their family, and ultimately experiencing sustained freedom -- and we have the data to prove it. Learn more about us on our website.

JOB SUMMARY
Reporting to the Director of Economic Empowerment, the Manager of Business Development will lead Restore’s efforts to provide job opportunities for the women we serve, with a primary focus on building partnerships with businesses providing work opportunities to trafficking survivors. Our goal is to place women in work that is safe, sustainable, and restorative.

The ideal candidate will have an entrepreneurial mindset and the ability to generate results quickly. The Manager of Business Development will collaborate and iterate on Restore’s overall job placement strategy, working with the Economic Empowerment staff, Restore’s Development team and Restore’s board. S/he will ensure survivors’ safety, alignment between business partners’ needs and survivor skills/interests/experience, support for business partners as they engage with survivors and interface with worker cooperative administrative processes, and input to Restore’s skills training and coaching services to better equip survivors to meet business partners’ needs.

This is a full-time position requiring a commitment of 40-45 hours per week. The shifts are generally Monday to Friday from 9am to 5pm or 10am to 6pm at Restore’s Midtown office (virtual until reopening), although some evening and weekend hours may be required to accommodate business needs. The Manager of Business Development will be eligible to enroll in Restore’s major medical, vision, dental and life insurance plan.

SPECIFIC RESPONSIBILITIES
• Develop and execute strategies to acquire new business partners in diverse sectors and industries, that will engage survivors to fulfill jobs in a safe environment and pay a living wage, managing these three types of job placement approaches:
  • Traditional staffing job placements.
  • Joint ventures where Restore provides an infusion of capital, training and other resources in exchange for job placements.
  • Referrals to organizations (nonprofit and for profit) that provide skills training, capital, advisory, and other services plus job placement to participants.
• Collaborate with the Development team and Restore’s board members to leverage supporter networks to source new business partner leads, and to identify bridges for business partners to further engage in supporting the broader mission of Restore.
• Maintain lead generation and business partner information and tracking in Salesforce, engaging in periodic data quality checks.
• Ensure new business partners have thorough knowledge and understanding of contracts and expectations, and execute Services and Confidentiality Agreements.
• Collaborate with the Coop Developer to execute new business partner onboarding training, and contribute to positive resolution of escalated administrative issues.
• Collaborate with the Job Placement Specialists to generate and fill new job placements, and ensure new business partners are satisfied with their job placements.
• Inform Economic Empowerment and Restore decision-making by representing the business partner’s perspective.
• Develop a community of key business leaders who can inform Restore’s job readiness curriculum, job retention mentoring, and the overall economic empowerment strategy.
• Train and support partners in other cities for the scale-up of economic empowerment programs with other anti-trafficking organizations and academia partners.

QUALIFICATIONS
• Affirm the Nicene Creed and attend a Christian church
• Experience leading aspects of a sales process including prospecting, lead nurturing, sales pipeline tracking, closing, and on-boarding
• Strong relationship-building and conflict resolution skills, and cultural competency
• Adept at effectively articulating key messages at all management levels
• Proactive problem solver, with comfort working through ambiguity
• Ability to effectively collaborate and coordinate activities across functional areas
• Detailed-oriented, able to juggle multiple tasks, and develop short- and long-term plans
• Mature and calm under stressful situations

ADDITIONAL INFORMATION
The following are some key aspects of our organizational culture that guide our behavior:
• We always prioritize the health and well-being of the survivor
• We take personal responsibility for deliverables
• We support each other so that we can recharge and refresh, whether it is vacation, retreat days, or other activities (professional development classes, meetings with like-minded partners)
• We sacrifice ego for the collective good of the team

If interested in this position, please send your cover letter and resume to recruiting@restorenyc.org with the subject line “Manager of Business Development”