JOB TITLE: Senior Manager, Business Development

WHO WE ARE
SaverLife (formerly EARN) is a nonprofit on a mission — to inspire, inform, and reward the millions of Americans who need help saving money. Through engaging technologies and strategic partnerships, we give working people the methods and motivation to take control of their financial future.

As a purpose-driven nonprofit, SaverLife is uniquely positioned to lead systemic change. Through our engaging SaverLife platform, we provide prizes, rewards, expert resources, gameplay, and support proven to incentivize saving and spur new behavior. Through our integrated network of employers, financial institutions, nonprofits, and advocacy groups we advance aspirational savings programs, analytic insights, and policy initiatives dedicated to a more equitable America.

ABOUT THIS ROLE
Reporting to the Senior Director of Market Development, you will own the hands-on management of SaverLife’s business development funnel and function from end-to-end — securing, executing and renewing revenue producing partnerships with employers, credit unions and other strategic partners.

Go-to-Market Strategy and Tactics (15%)
- Develop expertise and contacts in the fintech and emergency savings space to identify partnership opportunities.
- Work with the Senior Director of Market Development to identify target markets and develop related go-to-market and sales strategies.
- Create dashboards and systems to streamline and track sales tactics, pipelines, and implementation status.

Business Development (30%)
- Actively reach out to potential partners and respond to inbound leads, setting up sales calls, webinars, or other communications as appropriate.
- Coordinate the participation of internal stakeholders in the sales process as needed.
- Update, customize and internally circulate pitch decks in advance of sales calls.
- Help potential customers to identify the SaverLife solution features and options that will meet their internal goals and values and address any constraints.

Implementation and Relationship Management (40%)
- Guide internal and external business stakeholders through the contracting process, addressing any legal, purchasing, licensing, privacy or other issues required to close a deal.
- Provide life-cycle project management for each partnership according to agreed upon timelines and outcomes.
- Work collaboratively with the product and marketing teams on implementation issues, as necessary.
• Establish and maintain a regular schedule of communications with each partner; providing check-ins, data and updates in a manner that instills confidence and rapidly addresses any issues.

**Evaluation and Renewal (15%)**
• Internally evaluate every partnership, providing final data, Saver and stakeholder feedback, successful practices, areas for improvement and renewal recommendations. Debrief the SaverLife team.
• Work with the research and communications teams to externally publish briefs, reports, and media messaging to showcase successful partnerships.
• Craft a final reporting process for each partner that includes results, evaluation, and renewal recommendations.

**WHO YOU ARE**
• You are a business development rock star who wants to use your powers to improve the financial health and well-being of millions of US households by creating real change.
• You are a naturally curious networker who can quickly build trust and deepen relationships.
• You have a knack for combining data, analytics and creative problem solving to create value.
• You are a team player, with qualities and abilities that allow you to work well with others during conversations, projects, meetings, or other collaborations.
• You are a hands-on project manager who thrives on getting results in the face of ambiguity and complexity.

**WHAT YOU BRING**
• **Minimum** 4-5 years’ experience working in a business development role.
• BA/B.S. degree required; MBA or other advanced degree desirable.
• Demonstrated experience developing and delivering presentations and pitches for high level corporate leaders that led to closed deals.
• Minimum 2 years’ direct project management and implementation responsibility required.
• Experience laying foundations for successful partnership management at a pre-scale technology startup a major plus.

**OUR OFFER AND COMMITMENT**
The salary and benefits package for this position is competitive.

SaverLife is an equal opportunity employer. We evaluate qualified applicants without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, veteran status, age, and other legally protected characteristics.

**JOB LOCATION (SaverLife is currently operating virtually due to COVID-19)**
San Francisco Bay Area location preferred but not required.

**YOUR NEXT STEP**
If this opportunity sounds like it’s for you, please submit a cover letter and resume to jobs@saverlife.org by September 14, 2020. If you are not sure if this opportunity is for you, are simply curious, or know someone who would be perfect, please email us.