



Job Posting Manager – Business Development

Neighborhood Trust Financial Partners seeks a Manager of Business Development to join our Business Development team. The Manager will support development of several key new products include a debt reduction credit card (The Trust Card), and a workplace-based venture that leverages payroll and human resources systems as the entry point for financial products and advisory services for low wage workers (the Employer Solution).

About Neighborhood Trust Financial Partners:

Neighborhood Trust's mission is to empower low-income individuals to become productive participants in the U.S. financial system and achieve their financial goals. Neighborhood Trust serves nearly 6,000 clients each year via its specially trained corps of 20+ Financial Advisors and is regarded as an industry leader in the financial inclusion field. In 2013, the NYC Center for Economic Opportunity named Neighborhood Trust among the City's 10 Most Innovative Nonprofits seeking to alleviate poverty.

Today we are cultivating our model as a scalable social venture that encourages financial services innovation. We are growing quickly with strong support from leading foundations, and strategic partnerships helping us achieve national visibility.

Job description:

This individual will be a key member of the Business Development team primarily focused on customer development and marketing. The individual will work with our current Trust Card pilot partners as well as help to secure an additional partner, and ensure successful implementation of the program, focused on refinement of the program and card marketing. They will also participate as a key member of the team working to develop our product set for the Employer Solution. Key responsibilities will include, but are not limited to, the following:

- Work with Programs team to identify and build product solutions that effectively leverage our assets in a workplace setting and help us achieve our 2015 goal of serving 1,000 employees and achieve our targeted penetration rate of 10%, while ensuring strong client financial outcomes.
- Support the Director of Sales and Client Management to drive the acquisition of new employer customers.
- Ensure successful execution of the Advising and Marketing component of the Trust Card program with our current partners with the goal to secure 400 Cards for the pilot.



- Monitor Trust Card pilot outcomes and enhance program as required to ensure successful outcomes for the issuer and cardholder.
- Support efforts to secure 1-2 additional Trust Card issues.

Required skills and experience:

- Experience with customer development. Able to identify customer needs and wants, and influence NT to better meet these needs.
- Experienced marketing professional who can build a business plan that generate results.
- Demonstrated project management experience, highly organized with the ability to manage competing priorities.
- Excellent problem solver who can effect change.
- Strong communicator, both oral and written.
- Team player who is flexible and has a 'can-do' attitude.
- 2-4 years related professional experience.
- Demonstrated commitment to the nonprofit sector.

To apply send resume and cover letter to hr@neighborhoodtrust.org and include "Manager – Business Development" in the subject line of the email.