



Neighborhood Trust Financial Partners

Analyst – Business Development

New York, NY

January 3, 2017

Do you want to help solve the financial challenges of low-wage workers? Are you looking to put your analysis and modeling skills to work in a social venture? Neighborhood Trust Financial Partners, a national provider of financial empowerment services backed by prominent funders, seeks a Business Analyst to join the Business Development team. The Analyst will support all business development needs with primary focus on the Employer Solution, a social venture of Neighborhood Trust to build innovative, trusted workplace-based financial wellness products for low-moderate income workers.

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 over 6,000 clients each year via its specially trained corps of 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.

Position Summary:

This individual will be a key member of the Business Development team primarily focused on analysis, financial modeling, research, and optimizing our internal systems to achieve our long-term business goals. The individual will work with internal and external stakeholders to ensure thorough, thoughtful, data-driven options are prepared for decision-making and execution. The position will be a key member of the team working to develop our business model and product offerings for the Employer Solution. Key responsibilities will include, but are not limited to, the following:

Position Responsibilities:

- Work with internal stakeholders to identify solutions that effectively leverage our assets in a workplace setting and help us achieve our goal of serving employers and their employees while ensuring strong client financial outcomes and business value.
- Conduct frequent and thorough analysis related to market and regulatory landscape, end user needs/behaviors, industry and employment trends, and marketing and engagement analytics
- Partner closely with internal stakeholders to support development of the Employer Solution business model
- Develop financial models (such as costing/pricing models and financial projection models for individual product lines)
- Work with Data & Analytics team to optimize Business Development team use of data and Salesforce
- Create customer and/or funder reports on monthly/quarterly/ad-hoc basis; update monthly projections and pipeline dashboard

- Create analytics and filtering framework(s) so that data is easily shared, understood and utilized
- Prepare pitch decks, research, and analysis for internal and external use
- Partner with Business Development leadership on other critical needs and requests

Required knowledge and experience

- 2-4 years related professional experience, ideally in banking and/or management consulting
- Demonstrated commitment to creating social change and desire to work for a growing, entrepreneurial, mission driven social venture
- Excellent analytical skills and ability to translate data into digestible, actionable business information for senior leaders
- Highly organized with the ability to manage competing priorities
- Excellent problem solver who can work across teams and boundaries to identify solutions
- Demonstrated adaptability, flexibility and commitment to growth and change
- Strong communicator, both oral and written
- Team player who is flexible and has a 'can-do' attitude
- Comfort with Salesforce and/or other workplace technology systems
- Bachelor's degree in related field

Neighborhood Trust is committed to a workplace culture of collaboration and respect. We are dedicated to ongoing professional development for our employees, supporting career growth and opportunities for advancement within the organization.

To apply please send resume and cover letter to hr@neighborhoodtrust.org. Include "Business Analyst" in the subject line of the email.