



Chief Business Development Officer

New York, NY

Organization Overview

Neighborhood Trust Financial Partner's (Neighborhood Trust) 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 more than 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.

Neighborhood Trust defines program success as our clients' achievement of financial stability as we help them access affordable financial services, establish credit, and chart a path towards long-term wealth creation. We help hundreds of clients a year to become banked or to access affordable banking products. We help over 60% of our clients to improve their credit scores and the average credit score increase is approximately 50 points. For clients with a debt reduction goal, over half reduce their debt and the median reduction is over \$3300. Our plan is to dramatically scale our services while maintaining these type of outcomes, thus deepening our impact and providing a multiplier effect of social return by translating income into assets for the poor and underbanked.

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. We had a 2015 budget of \$5.4 million and expect significant growth in 2016. Learn more about us at <https://neighborhoodtrust.org/>

Position Summary

Neighborhood Trust Financial Partners seeks a Chief Business Development Officer (CBDO) to join our Executive Team and play a vital role in our growth and the expansion of our impact through viable social ventures. The CBDO is responsible for establishing and executing the organization's Business Development strategy, which includes: identifying target customers; establishing pricing; managing execution of sales strategy; and refining our earned revenue model. The CBDO is also responsible for managing the sales and relationship management staff. The CBDO will be responsible for some of Neighborhood Trust's most visible and most innovative enterprises, including The Employer Solution (www.theemployersolution.com), as well as building external relationships that will support our growth. He or she will be responsible for leading our Business Development team and continuing to strengthen the spirit of entrepreneurship and innovation at Neighborhood Trust.

Key Responsibilities

In order to achieve the preceding outcomes, this hire will:

- Lead the design and implementation of a comprehensive business development strategy, with an emphasis on creating long-term relationships that will drive revenue into flagship Neighborhood Trust programs
- Oversee the management of existing and new relationships with partners and clients, ensuring their needs are met and they are engaged on a meaningful level Neighborhood Trust. Personally build relationships that result in support for existing programs and new programs.
- Provide supervision and guidance for relationship management and business development teams, comprised of an Associate Director of Business Development, Manager of Business Development, Director of Sales and Client Management, Business Development Coordinator and Relationship Manager. Create an environment of accountability, motivation, professional growth and high productivity.
- Leverage the time and effort of Neighborhood Trust's CEO and Board, identifying and implementing ways to enlist and motivate them to facilitate prospect introductions, attend meetings, and participate in other business development activities as appropriate.
- Work collaboratively across the organization to solicit input and coordinate the participation of the program, finance, and operations function in partnership activities.
- Serve as a key member of the executive team, contributing to overall organizational strategies and representing the priorities of the development function. Participate in promoting an organizational culture that values long-term strategic thinking, creativity/innovation, and high performance.
- Represent Neighborhood Trust externally at conferences, meetings, and speaking engagements as required.

Qualifications

- At least 15 years of business development experience including demonstrated success in business to business sales, forging strategic partnerships that have resulted in significant increases in earned income.
- Passionate commitment to Neighborhood Trust's mission to empower low-income individuals to become productive participants in the U.S. financial system and achieve their financial goals. Experience working in a mission-driven or nonprofit environment is preferred but not required.
- Ability to innovate, develop new strategies, and drive creativity and inventiveness within the organization's business development and fundraising strategies.
- Exceptional relationship building and interpersonal skills, with the ability to represent the organization passionately to potential partners, as well as listen and respond to the interests of a variety of stakeholders.
- Strong staff management skills, with the ability to foster a sense of team accountability and high performance.
- Proven ability to inspire, coach, and influence direct reports, senior leaders, Board members and other staff.
- Ability to thrive in a fast-paced, results-oriented, and collaborative environment, as well as an interest in advancing the organization's culture to be even more strategic, innovative, and high-performing.
- Experience in consumer finance, financial literacy, and/or community development preferred but not required.

- BA required; MBA or other advanced degree is a plus

To Apply

Please upload a resume and thoughtful cover letter, outlining how your skills and experience meet the qualifications of the position and stating how you heard about this opportunity, both in Word format, addressed to Justine Zinkin at

http://commongoodcareers.force.com/careers/ts2_Register?jobId=a0K1600000gZlgT&tSource=

Applications will be reviewed on a rolling basis.

*Neighborhood Trust offers a competitive salary and benefits, commensurate with experience and skills.
Neighborhood Trust is an equal opportunity employer.*

About Commongood Careers

Neighborhood Trust Financial Partners has partnered with Commongood Careers to conduct the search for a Chief Business Development Officer. Commongood Careers is a mission-driven search firm that supports the hiring needs of high-impact nonprofits. With an approach that leverages robust talent networks, recruitment and search management expertise, and a deep understanding of our clients' missions and cultures, we help organizations secure the talent they need to create greater social impact. Since our founding in 2005, Commongood Careers has led more than 700 searches at 275 organizations in 33 states, making us one of the most experienced and dedicated nonprofit search firms in the country. [Learn more about nonprofit job opportunities at Commongood Careers.](#)