

About Neighborhood Trust

Neighborhood Trust is a national nonprofit social enterprise and marketplace innovator creating solutions to better meet the financial needs of low wage workers. Our solutions are designed to create high-impact, systemic change by directly serving both individuals and institutions. We help workers eliminate and avoid debt, which enables them to build savings, escape the vicious cycle of living paycheck to paycheck and assert control over their financial lives. For over 25 years, we've worked side by side with workers, collected vast data and qualitative insights about the financial challenges they face, and built strategic partnerships across the financial services ecosystem.

Our work is grounded in our understanding that our economy was founded on and has grown through racist policies and institutions, which have depleted the wealth and the economic mobility of people of color. Therefore, we serve our clients cognizant of the structural inequities that are their reality today and that live within their personal histories. This lens informs all our efforts, from our direct services to the way we share insights with peers, policymakers and the market.

Position Profile

Within Neighborhood Trust, a Business Development Manager plays a crucial role in the growth and success of our mission by identifying and creating new business opportunities. This role requires a proactive and strategic approach to sales, excellent communication skills, and a deep understanding of the people we serve through our market solutions.

About You

You are a dynamic, highly motivated and results-oriented individual with a passion for business development and sales. You build and maintain strong relationships with potential customers, understanding their needs, and presenting solutions that align with available products or services. You recognize how revenue generation contributes to the social impact of a mission-driven organization.

Definition of Success:

- Develops and implements strategic business plans to achieve organizational goals and objectives
- Closes deals and achieves sales targets within established timelines
- Collaborates with marketing, product development, and other teams to align sales strategies with overall business goals
- Improves and innovates business development strategies

Your Responsibilities:**Market Research, Analysis, and Strategic Planning**

- Staying updated on industry trends, market conditions, evolving technologies, and emerging opportunities
- Identifying key target markets and creating strategies for entry
- Analyzing customer needs and market demands to tailor sales strategies accordingly
- Continuously update product knowledge to effectively communicate features and benefits
- Monitoring and analyzing the activities and strategies of competitors in the market, proposing and implementing counter-strategies to maintain a competitive edge

Lead Generation

- Generating leads and identifying potential customers through various channels, including cold calling, networking, industry events and online research
- Collaborating with marketing team to leverage inbound leads and campaigns
- Qualifying leads to ensure they align with our target market and business goals

Proposal Developing, Selling & Negotiating, and Generating Revenue

- Developing and delivering compelling sales presentations that showcase our value proposition, addressing customer needs, and demonstrating how our offerings can provide solutions
- Negotiating terms and conditions with customers to reach mutually beneficial agreements
- Meeting or exceeding sales and revenue targets, while utilizing pricing strategies to maximize profitability

Relationship Building

- Building and maintaining strong relationships with customers to understand their business needs and challenges
- Serving as a trusted advisor to customers, providing expert advice and solutions to meet their needs
- Collaborating with internal teams to ensure smooth implementation for new customers

Monitoring and Reporting

- Maintaining accurate and up-to-date records of sales activities, leads, and opportunities using CRM tools
- Providing regular updates on sales activities, progress, and challenges to manager

What You Bring:

- Proven experience in B2B, or similar institutional customer, sales and business development, with a track record of meeting or exceeding targets
- Excellent communication, negotiation, strategic planning, interpersonal, and presentation skills
- Strong analytical and problem-solving abilities
- Strong organizational and time-management abilities
- Familiarity with CRM software and sales analytics tools
- Ability to work independently and as part of a collaborative team
- Willingness to travel as needed

Position Details:

- Status: Full-time, exempt
- Reports to: Lead Business Development Manager
- Location: While travel to our headquarters in New York City may be required twice a year for team-building, this position can be performed remotely and candidates located anywhere in the U.S. are encouraged to apply. CST and PST time zones are a plus, but not required.

Compensation and Benefits Package:

- Base Salary: \$90,000–\$105,000 annually, commensurate with experience
- 100% employer-paid medical, dental and vision premiums for employees (savings of \$6K–\$10K per year)
- Eligible for 401(k) participation immediately, with up to a \$1K per year in employer match, vested immediately
- 12 weeks paid family leave for full-time employees, with schedule flexibility upon return to work for eligible employees
- Generous paid time off per year—12 paid holidays, 15 vacation days (grows with tenure), 6 personal/sick leave days, 1 civic engagement day
- Access to Health Flexible Spending Account, Dependent Care Flexible Spending Account, Life Insurance, and long-term and short-term disability plans

To Apply:

We are committed to building a diverse and inclusive workplace that reflects the diversity of our clients. We especially seek applicants with lived experiences of financial hardship or systemic exclusion. Staff from all backgrounds can contribute

meaningfully to our mission, and we recognize that those who come from the communities we serve have a uniquely powerful perspective.

Please send resume and cover letter to hr@neighborhoodtrust.org with the subject line "Business Development Manager".

Neighborhood Trust is an equal opportunity employer and we are committed to equal employment opportunity in all decisions related to employment, promotion, wages, benefits and all other privileges, terms and conditions of employment.