

## Financial Services Partnerships Manager Job Description

### Who are we?

[CareerWise Colorado](#) is a nationally recognized initiative that is shaping Colorado's workforce through innovative, business-led youth apprenticeships. Through our work, we help Colorado businesses fill high-demand positions through apprenticeships that create real value and positive return on investment. At the same time, our apprenticeship model paves the way to good, well-paying careers for students, along with increased access to post-secondary education. This innovative approach has captured the attention of business, government and education leaders across the state and country.

### The role

Reporting to CareerWise's Director of Business Partnerships, the Financial Services Partnerships Manager develops and executes the business partnership recruitment strategy for the insurance, banking, credit union, and investment services industries, which we group into the category of Financial Services.

### What you'll do:

#### *Business Partnership Strategy*

- In collaboration with CareerWise's Director of Business Partnerships, you will create, implement, and own the Financial Services business recruitment strategy, including:
  - Assessing current and future workforce needs that can be supported through an apprenticeship system, and working with the Product Team to develop further occupations to support those needs
  - Formulating a strategic and comprehensive list of companies to prospect, qualify, and close to hire apprentices in your industry. From this list, you will forecast a target number of companies to recruit as your annual recruitment goal.
  - Identify aspects of the CareerWise product and sales process that could be further improved to aid additional business recruitment in your industry.

#### *Business Recruitment*

- Business development: recruiting business partners, delivering presentations, leading meetings with internal and external stakeholders, driving negotiations to successful completion, & finalizing partnership agreements
- Maintain continuous lines of communication, keeping all colleagues and stakeholders informed of plans, important information, regular reporting, and communicate critical issues
- Serve as primary point of contact for your prospective businesses until they have committed to hiring apprentices.
- Proactively keep our Salesforce database up-to-date with all relevant information

- Support annual renewals process for key business partners
- Represent CareerWise Colorado within the Industry by giving presentations, attending networking events, and staying connected to leaders within the sector

## Who are you?

An inspiring leader and a specialist in crafting partnerships who can effectively communicate our bold vision to potential businesses. You are highly motivated, mission driven, and want to excel by signing up companies interested in better developing their talent pipelines. You likely have at least a few years of experience in the Financial Services industry that would be helpful to navigating industry and company dynamics as it relates to talent. However, that isn't necessary if you have previous B2B sales/business development experience and a strong interest in this industry.

You enjoy researching and asking questions about your customer's pain points, their strategy, and their vision for the future and connecting it back to your company's solution to solve their problems. You do so in a way that nurtures strong and long-lasting partnerships. You are dedicated to identifying best-in-class messaging, processes, and mechanisms that lead to successful deals and partnerships and strive to improve on a constant basis. Finally, you are comfortable talking to C-level executives and frontline staff and every level in-between.

## Required skills and competencies:

- Skills common in a B2B sales or Business Development environment, preferably in some aspect of Financial Services, but a related industry is fine too. This includes identifying suitable companies for CareerWise's product, researching and qualifying leads, and closing deals.
- A passion, or interest due to exposure through work experience, solving talent pipeline issues for employers in Colorado.
- Experience and interest in working in a fast-paced, rapidly changing environment where you may propose an idea on Monday and execute it on Thursday (we mean it)
- Experience in an entrepreneurial role/organization, where you will need to quickly identify issues and work with the team to resolve and implement new solutions.
- Experience and interest in working in a highly accountable and metric-driven team with quarterly and annual goals related to your role.
- Project management in a business environment – you can prioritize activities and work in an independent, self-directed manner against tight deadlines while collaborating with internal CareerWise teams
- You excel at both facilitating and participating in conversations with a variety of different audiences (business executives, HR, chamber of commerce staff, and high school students, etc.)
- You confidently speak and write, and can create and deliver compelling presentations and discussion materials
- You have proficiency with or an ability to quickly learn and master Microsoft Office Suite, Salesforce, Burning Glass, and Zoom Video Conferencing



Most importantly, you thrive in a high energy, dynamic team like ours. And we mean TEAM. We collaborate, engage in healthy debate, jump in where ever our skills are needed.

*Sound interesting?*

Send resume, cover letter, and LinkedIn profile to Brad Revare at [careers@careerwisecolorado.org](mailto:careers@careerwisecolorado.org)

**Compensation:** Compensation for this role is commensurate with your skillsets you would bring to the job. CareerWise offers 401k, health, dental, and vision benefits.