



Business Development Manager

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:

CareerWise apprenticeships are a bleeding-edge and ROI-positive talent solution for Colorado businesses and an options multiplier for young people considering college and career. In order for this program to fully ramp up, CareerWise relies on high performing Business Development Managers, internally called Business Partnerships Managers, in industry verticals like Financial Services, Tech, and Advanced Manufacturing.

There can be a cliché in sales - in order to do well, you really need to believe in the product. Well, that's not a problem for the CareerWise Business Partnerships team. Instead of selling a niche software product or a widget you could care less about, BPM's are crafting partnerships for a program that counts Fortune 500 companies as customers, several presidential and gubernatorial candidates have adopted into their platforms and over 25 state delegations have visited Colorado to observe.

A day in the life of a BPM involves planning, research, and execution around our customer-centric mission. Checking labor market data, who is likely to have talent problems CareerWise can solve? What talent strategy questions should I ask this HR manager about their company? How will I inspire a Fortune 500 company to share our vision of an innovative change to how companies handle education and training? When do I estimate this business signing the partnership contract? The CareerWise Team is goal-oriented, passionate, and works as a team to innovate and achieve our mission.

We offer a generous benefits package including 100% employer covered medical and dental plans, short term disability, 100% vested 401k Plan on day 1 with a 3% employer contribution, and Flexible Time Off to name a few!

What you'll do:

Business Development Strategy

- In collaboration with the Director of Business Partnerships, you will create, implement, and own the industry vertical recruitment strategy, including:
 - Assessing current and future workforce needs
 - Formulating a strategic and comprehensive list of companies to prospect, qualify, and close to hire apprentices in your industry

Business Recruitment

- Business development: recruiting businesses, delivering presentations, leading meetings with internal and external stakeholders, driving negotiations to successful completion, & finalizing partnership agreements within CareerWise timelines and deadlines.
- Maintain continuous lines of communication, keeping all 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

Required skills and competencies:

- Skills common in a B2B sales or Business Development environment, preferably in the industry verticle, but a related industry is fine too. This includes identifying suitable prospects 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 by 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
- 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 different audiences
- You confidently speak and write, and can create and deliver compelling presentations
- You have proficiency with or an ability to quickly learn and master Microsoft Office Suite, Salesforce, Burning Glass, and Zoom Video Conferencing.

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. You likely have at least a few years of experience in the Advanced Manufacturing industry that would be helpful to navigating industry and company dynamics as it relates to talent. However, if you have any previous B2B sales/business development experience and a strong interest in this industry, that works as well.

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.

Sound interesting?

Click on this [link](#) to apply.

We are an equal opportunity employer that values diversity at all levels. All individuals, regardless of personal characteristics, are encouraged to apply.

If you need assistance or an accommodation due to a disability, you may contact us at careers@careerwisecolorado.org