

Business Development Manager - Northern Colorado

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. Our approach has captured the attention of business, government and education leaders across the state and country.

The role:

Reporting to the Director of Business Partnerships, the Business Development Manager (internally called Business Partnerships Managers) is responsible for communicating the value of our program and selling our talent development solution to prospective business partner organizations. This role specifically will be responsible for the Northern Colorado region, encompassing Fort Collins, Loveland, Longmont, and Boulder.

What you'll do:

Business Development Strategy

- In collaboration with the Director of Business Partnerships, you will create, implement, and own the industry vertical and/or region 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 designated industry/region

Business Recruitment

- Lead generation
- Business development activities that include 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/region by giving presentations, attending networking events, and staying connected to leaders within the sector
- Other duties as assigned

Who are you?

You're an inspiring leader and a specialist in crafting partnerships, who can effectively communicate our bold vision to potential businesses. You are highly motivated and both mission and goals driven. You take a consultative approach to sales, you listen well, and ask thoughtful, non-directive questions.

You enjoy researching and learning about your customers are skilled at connecting your learnings back to your product/service 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:

- Strong written and verbal communicator
- Highly accountable and metrics/outcomes driven
- Entrepreneurial and problem solving mindset
- Comfort with ambiguity
- Ability to comprehend all facets of the CareerWise program and communicate the value to prospective businesses
- Passionate about the CareerWise mission
- High social awareness and connectivity power
- Can woo - is people-pleasing and eager to perform and demonstrate value
- Strong awareness of time and urgency
- Confident and effective presenter and can facilitate discussions with a variety of audiences
- Proficiency with or ability to learn quickly Microsoft Suite, GSuite, Salesforce, Burning Glass, and conferencing applications

Most importantly, you thrive in a high energy, dynamic team like ours. And we mean TEAM. We collaborate, engage in healthy debate, pivot quickly based on real-time learning and jump in wherever our skills are needed.

Compensation: \$60-65K annual salary - will be commensurate with applicable experience. We offer a generous benefits package including group medical, dental, and vision plans, short term disability, 100% vested 401k Plan with a 3% employer contribution, and Flexible Time Off to name a few!

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.