Job Title	Business Development Manager
Employer/ Agency	BakerRipley
Job Description	At BakerRipley we focus on bringing resources, education, and connection to more than half a million people in Texas each year. For more than a century, BakerRipley has embodied the entrepreneurial spirit to offer innovative solutions to help neighbors and their communities to seek equitable access by braiding private and public resources. BakerRipley focuses on being completely impact driven with a specific focus on Appreciative Community Building. Proving and improving impact requires an approach steeped in design thinking, continuous learning and quality improvement, and innovative methods such as appreciative inquiry. We also strive for commercial-minded data-driven decision making to demonstrate impact to our stakeholders when considering where to invest their time, talent, and treasure. BakerRipley is seeking a **Business Development Manager**, reporting to the Senior Director Center for Excellence. This position will lead and manage detailed analysis and research focused on sustainable business practice and operational models within the context of not-for-profit program development. The **Business Development Manager** will be responsible for: • Team lead for evaluation of business practice and process, uncovering areas of improvement, and developing solution proposal to strive for greater financial sustainability of programs and the outcomes they deliver for our neighbors. • Explore new business opportunities within a non-profit and for-profit context to improve and support income diversification. • Lead meetings and presentations at the senior leadership and C-suite levels to share clearly articulated arguments for/against various optimization strategies. • Effectively communicate and garner support internally across program leaders and management team to gain buy-in and action towards implementation of those strategies. • Ensuring proposed solutions meet various levels of objectives from mission-oriented to business-oriented while maintaining a lens of equity and advocacy for the neighbor / client. • Support program business plan development with research on income diversification strategies and outline objectives for program and

	development staff to implement in their day-to-day operations. • Share knowledge and increase awareness of BakerRipley's approach and impact through external publications and presentations when possible. **CORE DUTIES AND RESPONSIBILITIES:** • Leads Sustainability Model implementation within program divisions. Maintains templates of method and approach for future use. • Evaluates business processes, anticipates requirements, elevates areas for improvement, develops solutions and works cross-functionally to implement. • Conducts meetings and proposals for C-suite and Senior Directors to share findings and suggested improvement areas. • Identifies agency program and capability or strengths to leverage and emphasize. • Creates hypothetical business models for various revenue generating and non-profit program plans to demonstrate best / most likely / worst case scenarios to enable strong business planning and risk mitigation. • Develops, recommends, and implements program improvements or adjustment in collaboration with program staff to demonstrate the agency as a model for community development. • Supports ongoing development and maintenance of all CFE documentation and deliverables including but not limited to program business plans, design methodologies and implementation approach. • May conduct training to inform others about concepts, practices, learnings, and best practices to expand staff capacity internally. • Creates and manages professional development plan in coordination with direct manager.
Qualifications	**EDUCATION & EXPERIENCE:** • Bachelor's Degree required. MBA strongly preferred. • Typically, 5+ years of prior experience in business analytics and business model development. Preference for experience in public policy, grant administration. • All applicants must provide prior work samples in addition to references and prior work experience through resume or CV. **REQUIRED SKILLS:** • Excellent analytical, problem-solving, interpersonal, and organizational

	skills.
	• Exceptional business case and modeling skills for conceptual analysis.
	• Ability to effectively coordinate, plan, and prioritize multiple projects with demanding deadlines.
	• Ability to effectively build relationships, coordinate teams and manage projects that involve multiple stakeholders.
	• Effective verbal and written communication skills that contribute to collaboration and understanding, including meeting facilitation.
	• Effective communication skills including writing reports, creating supportive arguments and their visual representations, editing and proofreading.
	• Detail-oriented and self-motivated with solid time management skills.
	• Strong preference given to those with experience using design thinking or human-centered design methodologies.
	• Strong understanding of Appreciative Inquiry.
	• Expertise in Microsoft Office, G-Suite. Comfortable using team remote collaboration tools such as Slack, Zoom, Teams.
	BONUS SKILLS: • Prior experience in customer relationship management platforms such as SalesForce (Force.com platform and dashboard development). • Familiarity with public and private grant requirements, processes and systems preferred.
City, State, Zip	Houston, TX 77074
Application Method	Application Link : https://recruiting.ultipro.com/NEI1004/JobBoard/be77a20f-1de8-2d7b-7b3e-0ee8465a4825/OpportunityDetail?opportunityId=69e96d1d-fb08-4183-be4a-54192c56de6b
Opening Date	Immediately

To post a job opportunity or if your response to this job posting results in successful employment, please email the GCSW Office of Alumni and Career Services at mswjobs@central.uh.edu with the hiring details of your new job opportunity. Thank you.

UNIVERSITY of **HOUSTON**

GRADUATE COLLEGE of SOCIAL WORK