



## **Position Announcement**

### **Senior Expansion Manager**

#### **About Interise**

Interise takes an innovative and entrepreneurial approach to economic revitalization in lower-income communities by helping existing small employers plan, achieve, and manage the long-term growth of their business. As a result of working with us, they create new jobs and continue to develop as community leaders. Through a national network of partners such as the University of Pittsburgh, City of Portland, Oregon, Dallas Hispanic Chamber and City of New York Small Business Services, Interise works in 37 communities across the country.

Since 2008 Interise has been the national instructional provider for the SBA's Emerging 200 Initiative. Over 1800 entrepreneurs across the country have partnered with Interise to grow their existing small businesses. By the end of 2013, Interise plans to support the growth of over 1000 established small businesses a year. We will achieve this goal by further growing our network of partners and ensuring that they have the quality of experience with us that leads to on-going and continued engagement. Our Annual Report Card, detailing our impact, is available at [-www.interise.org](http://www.interise.org).

#### **The Position**

The Senior Expansion Manager (SEM)'s job is to build the national network of connected collaborators, creating common impact. S/he will report to the CEO and will focus on the goal of scaling the mission. By 2015, Interise plans to have at least 2 major national contract partners and 14 new licensees. Travel is anticipated to average 30% across the year.

S/he will recruit and cultivate public and private sector prospects such as universities and hospitals, business membership organizations, and city and state governments to execute contracts and licenses and will manage a network of partners who are utilizing Interise small business development resources and programs. S/he will be responsible for deepening and widening this network and ensuring that it maintains mission-alignment and quality delivery. The SEM will be responsible for meeting an annual recruitment target and for all aspects of partnership development including budgeting and strategy, marketing, cultivation, sales, quality assurance, and contracting and account management.

The SEM will ensure a smooth transition of new partners to the appropriate account managers, with the transfer of knowledge across the organization. S/he will also work with the Director of Finance and Administration and Director of Programs to identify the operational systems needed for quality control and quality assurance across the partner network.

Interise is a highly successful entrepreneurial organization with an innovative team culture. All staff share administrative responsibility for the organization, assume new and emerging responsibilities as the organization evolves, and engage in learning opportunities to share new information and knowledge that can help inform the future of the organization. Beginning as an individual contributor, the successful SEM may have the possibility of growing into a team leadership role.



## Qualifications and Skills

The Senior Expansion Manager will be a self-initiating professional with a proven drive and demonstrated success in developing and managing income-generating partnerships with government, institutions, and agencies. The successful candidate will be as comfortable with creating and closing a deal as with working hands-on to ensure the successful implementation of that deal.

Qualifications include:

- Successful partnership creation, sales, business development, and/or marketing experience at a regional or national level in an entrepreneurial environment.
- Has expanded a model or program into new sites, recruiting organizational participants.
- Strong negotiation skills with a proven ability to seek, create, negotiate and close a deal.
- Hands-on approach with the drive to create leads, systematically develop prospects and achieve sales goals.
- Excellent interpersonal and communication skills.
- High level of professional integrity and expectation to be accountable.
- Confident but able to “park their ego at the door.”
- Ability to network, communicate and build strong and genuine relationships.
- Demonstrated facility with developing and using systems to achieve scale.
- Highly organized and able to manage multiple priorities in an environment of change.
- Strong analytical skills and strategic thinking.
- Experience using internal and external data to manage expansion.
- Results and deadline-driven.
- Strong team orientation.
- Ability to work effectively in collaboration with diverse groups of people as well as independently.
- Sense of humor and desire to be an integral member of a learning community.
- BA from an accredited institution required, graduate degree preferred.

Interise is an equal opportunity employer.

## To apply

Please send cover letter, resume and salary history to Susan Egmont, Principal, Egmont Associates, [segmont@egmontassociates.com](mailto:segmont@egmontassociates.com).