

JOB ANNOUNCEMENT

Business Engagement and Partnership Manager (Manufacturing Sector)

Project Equity grows community wealth by retaining successful local businesses through employee ownership transitions

Do you want to see a world where the average employee has economic security and businesses help build resilient communities? So do we! Project Equity helps employees become owners of the businesses where they work. We raise awareness of employee ownership as a business succession strategy, conduct business outreach and education, and provide direct support for business owners and employees to transition to employee ownership. Project Equity is currently expanding into multiple regions around the country.

Help us tap incredible momentum

Project Equity's success has garnered coverage from media outlets such as Forbes, Fast Company, National Public Radio (NPR) and the Washington Post and has propelled us forward as a national leader in the movement to harness employee ownership to maintain thriving local businesses, create quality jobs, and address income and wealth inequality.

Your role

As a critical member of our team, the Business Engagement and Partnership Manager will be a driver of growth for Project Equity's work with businesses in the greater Los Angeles area, and in the manufacturing, supply chain and logistics sectors across the country. You will manage partnerships, and deliver results to a wide range of clients by educating, building relationships, and talking to channel partners and business owners about employee ownership as a succession plan. You will also help to develop and implement structured, organized programs that draw in business owners who want to consider this option for their business. Prior knowledge of employee ownership is helpful but in no way required.

How you will expand employee ownership?

- Develop and implement programs that target businesses with emphasis on the manufacturing sector.
- Find, cultivate, and operationalize successful partnerships.
- Attend and/or speak at conferences and events in order to build relationships, meet and engage with potential clients and channel partners, become a trusted resource as well as create a positive brand experience.
- Convene and host meetings with business owners and channel partners.
- Manage all pre- and post- meeting and conference follow up.
- Implement channel partnerships, like those with Cities, Business Brokers and Exit Planners. Some of these are already up and running, some you'll be replicating, others you'll help get off the ground.

- Have LOTS of 1:1 conversations with business owners – referrals from our network, from the growing contacts you will be meeting and making, and from the “free consult” sign up on our website. You’ll help these business owners understand employee ownership and see how it could be a great fit for their situation, feeding our pipeline of feasibility and business transition services. (And of course, you’ll log all of the detail from the conversations in Salesforce and have impeccable follow up.)

How you work

- You have great people and communication skills and love creating partnerships and figuring out how to engage and inspire others.
- You are goal-oriented. You are able to stay focused on and achieve milestones.
- You are detail-oriented, and hungry to really understand how things work, so that you can answer potential clients’ questions with nuance.
- You are strategic and able to focus on both today as well as the medium- to long-term, knowing that it takes time to build a market.
- You know how to spend your time networking and relationship building at events and conferences to make a name for the organization within industry sectors.
- You are comfortable with typical bank/lending/investment terminology and practices
- You are self-motivated and action orientation.
- You are a team player.

Areas where you shine

- You understand small businesses and are able to quickly gain respect from business owners and diverse stakeholders in the business ecosystem.
- You are a “people person,” somebody who business owners would love to get to know and trust.
- You are skilled at executing structured, organized programs that draw in sophisticated decision-makers.
- You are a great communicator: written, email, presentations, phone and in person. People enjoy engaging with you. You can communicate complex concepts simply to diverse audiences.
- You have excellent organization, planning, and follow through
- BONUS: Experience with employee ownership (not required)

This is a full-time role in the greater Los Angeles/Southern California region and will encompass Arizona and Nevada as our work in those regions develops. This role will be our team’s “go to” manufacturing expert, so you will also engage with other regions as needed. Travel is central (25-30% time is our best guesstimate, but you’ll be co-creating the strategy and plan with us).

Compensation is commensurate with experience.



Project Equity is a project of Multiplier, our umbrella organization and nonprofit "sponsor." Multiplier provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, gender, sexual orientation, gender identity, national origin, age, disability, genetic information, marital status, amnesty or status as a covered veteran in accordance with applicable federal, state and local laws.

TO APPLY: Please submit a resume and cover letter to Project Equity at [hiring@project-equity.org](mailto: hiring@project-equity.org). In your cover letter, please explain what motivates you to work with Project Equity, and how your experience, skills and commitment will advance our work to create a more equitable economy.

Learn more at www.project-equity.org.