**BUSINESS DEVELOPMENT MANAGER**

Midwest

Business Development

Nurse-Family Partnership
National Service Office
Full-time (Exempt)

**Mission and Vision**

The mission of the Nurse-Family Partnership (NFP) is to empower first-time mothers living in poverty to successfully change their lives and the lives of their children through evidence-based nurse home visiting. Our vision is that: Children are healthy. Families thrive. Communities prosper. Cycles are broken.

**Position Description**

The primary purpose of the Business Development Manager is to sustain existing programs and grow the program in the Midwest to serve additional low-income, first-time mothers and their children. This is accomplished (in partnership with local program sites and NFP stakeholders) by developing strategies to add nurse home visitor positions at existing or new program sites.

The position cultivates and/or assures sustained political and financial support for NFP through policy action at the state, county and city level, providing for operational stability and the financial capacity to serve more families over time. The position also works in collaboration with public and private champions in the assigned area, as well as other NFP colleagues to foster sustained effectiveness in local NFP programs.

This position is based in either Michigan or Minnesota and requires working from a home office with travel throughout the assigned region and to the NFP National Service Office in Denver, Colorado.

To learn more about NFP and the National Service Office, please visit [www.nursefamilypartnership.org](http://www.nursefamilypartnership.org). Applications are due by 5 p.m. MST on July 8, 2016.

Interested applicants should submit a cover letter and resume on the Nurse-Family Partnership Careers Page: [www.nursefamilypartnership.org/about/careers](http://www.nursefamilypartnership.org/about/careers)

**Essential Duties and Responsibilities**

- Develop advocacy and strategic plans for assigned states to achieve growth targets (state portfolio will include IL, IA, MI, MN, OH and WI and may change based on regional needs and opportunities)
- Identify tactics for increasing NFP’s programmatic presence in the assigned region and states, including geographic priorities; political alliances and champions; outreach education and awareness strategies
- Execute development strategy and proactively drive the development process with a clear focus on program growth with high commitment and capacity to implement with fidelity to the NFP model
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- Establish a personal presence throughout the assigned region and states, in order to build and maintain extensive networks among key constituencies
- Work with local program administrators to develop/enhance Community Advisory Boards (CAB), and work towards growth and sustainability efforts
- Partner with existing champions and stakeholders around strategy, direction, and approach to serving more NFP families in the assigned region and states
- Prepare reports and disseminate information
- Write proposals to obtain government or private funding for projects designed to meet the needs of communities
- Manage grants (as applicable) to ensure compliance with grant goals and budget restrictions
- Exhibit sensitivity, openness, and a spirit of inquiry into other world views and cultural orientations; support department and organizational strategies, policies, practices and processes which foster an inclusive environment and build cultural awareness
- Other duties as assigned

Knowledge, Skills & Experience

- Bachelor’s degree required; Master’s degree in Business, Public Health or related field preferred
- Minimum of two to four years of experience in sales, business development, lobbying and/or advocacy
- Two years of experience working with state and local governments and funding agencies. Preference for experience in both for-profit and non-profit organizations
- Knowledge and skills in the process of contract development and oversight
- Maternal and child health experience, including home visitation, is preferred
- Health care, Medicaid and/or managed care experience is preferred
- Independent self-starter; ability to identify and cultivate partnerships for implementation, funding and advocacy support
- Self-motivated; brings forth new ideas and innovative approaches
- Flexible and adaptable; adjusts to frequently changing priorities and conditions and copes well with complexity and change
- Excellent skills in communication, including written and spoken. Experienced public speaker
- Exceptional team player comfortable with reaching out to and collaborating with peers and management
- Residence in Michigan or Minnesota is required
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Supervisory Responsibilities

This position reports to the Western Region Director, Business Development and does not have any direct reports.

Salary

Salary is determined based on experience and skill set. Range varies depending on geographical location.

Core Organizational Values

- Scientific integrity will lead our decisions.
- We seek excellence through a culture of learning.
- Respectful, collaborative, caring relationships are the foundation of every interaction.
- We promote and embrace inclusivity and diversity.
- We foster an environment of accountability to make extraordinary changes in the lives of the families we serve.
- We seek to set the standard for evidence-based and home visitation programs.

EOE F/M/D/V

Equal Employment Opportunity / Affirmative Action Statement

Nurse-Family Partnership is dedicated to the principles of equal employment opportunity. We prohibit unlawful discrimination against applicants or employees on the basis of age 40 and over, race, sex, color, religion, national origin, sexual orientation, disability, genetic information, military or veteran status, or any other applicable status protected by state or local law. This prohibition includes unlawful harassment based on any of these protected classes. Unlawful harassment includes verbal or physical conduct which has the purpose or effect of substantially interfering with an individual’s work performance or creating an intimidating, hostile or offensive work environment. This policy applies to all employees, including managers, supervisors, co-workers and non-employees such as customers, clients, vendors and consultants. This policy extends to all terms, conditions and privileges of employment as well as the use of all company facilities, participation in all company-sponsored activities, and all employment actions such as promotions, compensation, benefits and termination of employment.

Nurse-Family Partnership shall take affirmative action to ensure applicants and employees are treated without regard to race, religion, color, age, marital status, disability, sex or national origin in all employment actions including, but not limited to recruiting and selection; promotions; demotions and transfers; rates of pay and other forms of compensation; selection for company sponsored training; and layoffs or other terminations of employment.
NFP will make reasonable accommodations for qualified individuals with known disabilities and employees whose work requirements interfere with a religious belief unless doing so would result in an undue hardship to NFP or cause direct threat to health or safety.