Job Title	Business Development Manager, Tech Talent Pipeline Residency
PVN ID	NY-2411-006543
Category	Managerial and Professional
Location	NYC COLLEGE OF TECHNOLOGY
Department	Computer Systems Technology
Status	Full Time
Annual Salary	$70,000.00 - $75,000.00
Hour(s) a Week	35
Closing Date	Jan 01, 2025 (Or Until Filled)

General Description

Business Development Manager (Contract)

About the Tech Talent Pipeline (TTP) Residency at CUNY New York City College of Technology:

The TTP Residency (TTPR) Program at the CUNY New York City College of Technology (City Tech) is a multi-semester program designed to connect 1) qualified tech talent to local employers and 2) competitive computer science majors to internship opportunities. Students receive web development and technical training, professional development workshops, 1:1 coaching, a paid summer internship, and ongoing job search support after their internship. Additionally, the TTP Residency Program gathers valuable feedback from host companies to better align tech education with the workforce needs of NYC employers.

TTP Residency at City Tech is looking to 30 students in paid summer internships. TTP Residents participants have landed full-time software engineering-related roles at Amex, Amazon, Microsoft, Foursquare, Citibank, Disney, Loews, and Meta.

Tech Talent Pipeline Residency is a grant funded program. This position is currently funded through October 2024 to March 2025 with the possibility of renewing contract in July 2025 through November 2025.

Other Duties

TTP Residency at City Tech is seeking an experienced professional who has established relationships with NYC-based employers who are hiring computer science graduates as software engineer interns and full-time entry-level roles. The Business Development Manager will work with those employers to connect our diverse TTP Residency program participants to tech jobs. Reporting to the Program Manager and working collaboratively with the Technical Career Coach, the Business Development Manager's essential functions are to:

- Source, contact, and establish relationships with employers willing to offer internships and full-time employment to 30 computer science students as web developers, mobile developers, and software engineers.
- Conduct intake meetings with host companies to agree on qualification criteria for intern and entry-level roles.
- Provide guidance to the Technical Career Coach for preparing candidates to compete and secure internship and employment opportunities.
- Support TTP Residency brand recognition on social media platforms, such as LinkedIn, to attract businesses.
- Work with the Program Manager to strategize and plan ways to keep employers engaged throughout the length of the program.
- Record keeping and reporting of all engagement activities and outcomes.
- Other duties as assigned.

Qualifications

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- Bachelor's Degree
- Must have established networks with tech founders, directors, hiring managers, and/or software engineering managers in the New York City tech eco-system
- Experience in a business development, agency recruiting, campus recruiting, technical recruiting client services, and marketing
- Strong relationship management experience
- Experience creating systems to keep track of partners and partnership opportunities. Previous experience using sales tracking platforms such as Salesforce or HubSpot is a plus.
- Excellent verbal and written communication
- Highly motivated self-starter who can take initiative and work independently

Preferred:

- Experience representing and providing support to early entry-level job seekers, undergraduate students, and recent college alumni
- Technical aptitude, e.g., some familiarity with at least one coding language