
Job Title	Business Development Manager
PVN ID	SI-2304-005557
Category	Managerial and Professional
Location	COLLEGE OF STATEN ISLAND
Department	
Status	Part Time
Hourly Rate	\$40.00-\$40.00
Hour(s) a Week	19.00
Closing Date	Jun 14, 2023 (Or Until Filled)

General Description

The TTP Residency Program at the College of Staten Island (CSI)-CUNY is a multi-semester program designed to deliver qualified tech talent to local employers and professional tech internship opportunities to competitive undergraduate computer science majors. 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 businesses to better align tech education with the workforce needs of NYC employers.

Since 2020, TTP Residency at CSI has placed more than 85 students in paid summer internships. Program participants have landed full-time software engineering-related roles at Amex, Amazon, Microsoft, Foursquare, Citibank, Disney, Loews, and Meta.

Other Duties

TTP Residency at CSI 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 part-time Business Development Manager will work with those employers to connect TTP participants that represent the diversity of NYC to tech jobs.

Reporting to the Program Manager and working collaboratively with the Technical Career Coach, the Business Development Manager's essential functions are:

- Recruit and establish relationships with employers willing to offer internships and full-time employment to 40 computer science students as web developers, mobile developers, and software engineers each year
- Provide guidance to the Technical Career Coach on preparing training participants to compete successfully for all sourced opportunities
- Support TTP Residency at CSI in brand recognition on social media platforms

- 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 their engagement activities and outcomes

This is a part-time (19 hours per week) fully remote position.

Qualifications

- Bachelor's Degree
- Must have established networks with tech founders, CEOs, CTOs, and/or Software Engineering managers in tech-driven businesses
- Experience in a business development, client services, marketing, or sales role
- Partnership development 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 is able to take initiative and work independently

Preferred

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