



Director of Partner Programs: 12/9/19 Posting

It is a “buyer beware” world for individuals and families that struggle for financial stability and security in the U.S economy. Payday lenders, check-cashers, loan sharks, debt peddlers, money transmitters and even mainstream banking can make it very expensive to conserve and grow household assets.

Community Financial Resources (CFR) is a national economic justice organization and a non-profit social enterprise combating these issues by:

- developing or sourcing consumer-friendly financial products, tools, and services for low-income and financially marginalized people,
- creating unique distribution networks through entities already serving low-income communities,
- providing education and information supports to help consumers effectively use money management tools and escape the predation of high-cost financial services,
- researching and conducting due diligence analysis of financial products and providers.

CFR leverages the buying power of our broad constituency to promote financial inclusion and equity in the marketplace.

Position Overview:

CFR seeks a Director of Partner Programs looking for an opportunity to roll up their sleeves to create a more just and equitable financial marketplace. Reporting to the Executive Director, you will be responsible for sourcing, developing, and managing partnerships that build the financial capabilities of low-to-moderate income individuals. Working with employers, associations and network affiliations, community-based organizations, and government agencies, this role guides CFR’s partners to develop and implement strategies that connect constituents to consumer-friendly financial tools and services and provides additional supports so that these tools improve constituents’ financial well-being.

The successful candidate will be an organized, high-achieving, and collaborative individual passionate about CFR’s mission to disrupt exploitative fringe and mainstream financial services. Strategic thinkers who enjoy partner or business prospecting and have an ability to assess the landscape and propose execution options are encouraged to apply.

Responsibilities:

- Collaborate with the Executive Director on partnership strategy and programming
- Source partnerships that fulfill CFR’s programming goals

- Autonomously manage the approach, negotiations, and execution of partnerships, including the documentation of MOUs or contracts
- Integrate financial products and tools into the work of partner organizations
- Train partnering organizations' staff on CFR's products/ tools, behavior-based financial education/coaching, and other financial consumer supports
- Present occasional client/constituents trainings to gather on-the-ground feedback
- Provide on-going partner support and consultation on marketing, outreach and participation, and improving program effectiveness
- Set metrics and goals for each partnership and ensure data collection to measure attainment of established goals and evaluate outcomes
- Support fundraising through lead development and contributing to business and grant proposals and reports
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Qualifications:

- Commitment to CFR's mission to build financial power and justice in LMI communities
- Graduate degree and work experience relevant to serving financially marginalized communities
- Excellent project management skills. Detail- and deadline-focused and able to manage competing demands.
- Proven ability to execute partnerships end-to-end by working cross-functionally both internally and externally
- Exemplary interpersonal and relationship building skills, with ability to network, develop rapport, listen, and generate interest and excitement in CFR's work
- Strong writing skills
- Exceptional presentation and training skills-- comfortable presenting to a boardroom, a community based organization, and the people we serve—either in-person or via webinar
- Comfortable with using various social media and mass mail channels to cultivate partner communications
- Familiarity with CRM, list management, and survey tools
- Professionalism, empathy, humor, and integrity

Requirements:

Community Financial Resources maintains a “virtual” office environment with team members working remotely and periodically meeting on-site, as needed.

Must have flexibility to travel nationally to develop partnerships and work with partners on-site.

Position Details:

Full-time hire

Competitive salary based on experience

Start date: Q1-2020

Generous benefits

Equal Opportunity Employment

CFR is an equal opportunity employer; people of color and individuals from diverse backgrounds are encouraged to apply. CFR does not discriminate on the basis of race, color, national origin, ethnic background, religion, gender, sexual orientation, age, or disability.

Next Step

If interested, please submit a cover letter, resume, and your salary requirements with subject line: Director of Partner Programs Application to leon@communityfinancialresources.net.