



Job Description

Position: Partnership Manager

About MyPath

Legacies of racially motivated socio-political policies deny BIPOC (Black, Indigenous, and People of Color) youth equitable opportunities to build wealth and be economically mobile. A national nonprofit based in the Mission District of San Francisco, MyPath places BIPOC youth on a path to building wealth by ensuring they have access to quality financial products, working knowledge of the financial system, and a peer-based social support system that encourages personal goal-setting and accountability.

MyPath partners with city agencies, financial institutions, and nonprofits to provide training and technical assistance to youth-serving programs in over 11 cities nationwide, reaching over 2,500 young people annually to use our technology platform and adopt our tested fincap models. Our results and best practices have been published by the Federal Reserve Bank of San Francisco, the Journal of Consumer Affairs, and the Consumer Financial Protection Bureau. To learn more about MyPath, visit us at MyPathUS.org

Position Description:

The Partnership Manager will develop national partnerships and the capacity of local partner sites to lead the successful implementation of MyPath models with the objective of creating a financial capability pathway for participants. They will prepare site staff to integrate our fincap pathway model which brings together local credit unions and youth employment programs to engage BIPOC youth and young adults in banking and saving, as well as our financial mentoring model, which engages youth in credit-building and beyond. This role will ensure that our partners receive high quality technical assistance and training as they integrate the MyPath model into their organizational and programmatic structures using our MyPath NEXT technology platform. We are looking for an energetic, highly motivated individual with demonstrated partnership development and management skills, strong writing, speaking and training abilities, project management skills, a sense of humor and passion for our mission.

Specific Responsibilities:

- Provide capacity building training and technical assistance to national workforce employment partners that addresses BIPOC youth's financial needs, and has long term impact through integration of MyPath's savings, credit, and financial mentoring models.

MyPathUS.org

[415-206-0846](tel:4152060846)



- Implement a cohort model training approach among sites to foster lesson-sharing and relationship-building in order to surface insights that will drive improvements to MyPath's model.
- Implement change management strategies that maximize partner adoption and usage.
- Build and strengthen network and learning ecosystems and act as a liaison between youth workforce agency partners, financial institution/product partners, and additional stakeholders.
- Work with national and financial institution partners' to support the participants' banking onboarding experience. This includes financial product education and enrollment to support youth with their financial capability pathway through the MyPath NEXT Technology platform.
- Lead the integration of partner site payroll product enrollment processes, and financial services into youth workforce settings. Establish banking and product relationships with financial companies to meet financial capability outcomes for program participants.
- Use MyPath program management and data tracking tools (Teamwork, Salesforce) to manage program planning, implementation, and measurement.
- Initiate data entry tasks to share back key performance indicators and identified barriers that impact successful outcomes.
- Facilitate the exchange of learning, innovations, and practice of financial inclusion BIPOC youth.

Required Qualifications:

- A college degree or 7-10 years equivalent experience working with youth and/or adults in youth serving social services, or nonprofit programs
- While non-essential travel is currently not happening due to the pandemic, travel may become part of this role.
- Strong public speaking and facilitation experience in large and small groups
- Demonstrated experience working in and with low-income communities and communities of color
- Experience creating and maintaining programmatic materials, systems and processes
- Positive, energetic attitude and strong interpersonal skills
- Excellent written and verbal communications skills
- Experience designing and delivering effective training to youth and adults virtually and in-person
- Experience delivering technical assistance to nonprofit and/or social service agency staff
- Experience with database systems and online CRM applications (Salesforce experience preferred) Google Workplace, Zoom and Teamwork



Desired Qualifications:

- Financial coaching/mentoring experience
- Knowledge of non-profit payroll systems
- Experience in grant writing and/or reporting
- Layout and graphic design skills
- Bilingual, English/Spanish preferred

Benefits and Compensation

- The salary range for this position is \$65,000 to \$80,000 annually, depending on experience.
- 100% employer paid health, vision and dental for employees and 50% for children.
- Flexible spending accounts including commuter, health care and dependent benefits
- 401K with potential for employer contribution
- Professional development funds available to support staff in advancing career objectives

How to Apply

Please send your resume and cover letter describing your interest and experience to jobs@mypathus.org, with Partnership Manager in the subject line. Applications are currently being accepted for review. MyPath is continuing to grow our team during the COVID-19 pandemic, conducting fully remote hiring and onboarding processes. MyPath currently adheres to a work from home policy. More information to be provided during the interview stage.

MyPath is an equal opportunity employer and we actively work to build a team that reflects the diversity of the communities and young people we serve. People of color, women, and LGBTQ candidates are strongly encouraged to apply. Pursuant to the San Francisco Fair Chance Ordinance, we will consider for employment qualified applicants with arrest and conviction records.

