

Title: Senior Account Manager**Date:** 2016**Business Unit:** NYC Business Solutions**Location:** Manhattan, NYC**Salary:** *Negotiable***Website:** <http://nextstreet.com/careers>**Benefits:** Competitive PTO, medical/dental insurance, 401(k)**Contact:** careers@nextstreet.com

Next Street: Where teamwork and entrepreneurship meet

Next Street is a for-profit firm founded to enable growth of high-performing, high-potential small and mid-size enterprises in a challenging and stimulating environment. Our clients are successful businesses and nonprofits with annual revenues up to \$100 million, as well as the anchor institutions, social investors, foundations, and government agencies that foster economic development in our cities and underserved communities. Through our work, we have a direct impact on wealth-creation and employment in America's cities.

With offices in Boston, New York City and Chicago, Next Street provides a unique mix of integrated advisory services in strategy, finance, operations, and organizational effectiveness. We connect the dots at every level, and across multiple industries and geographies, to create a network that advances business growth and economic development. We are a for-profit B Corporation, and were named a "2014 Best of the Best for Community Impact" by B Lab.

We look for professionals who combine significant experience in their fields with a passion for building successful, high-impact organizations in underserved markets: people who love cities, love business, and thrive on challenge. Next Street offers our team members an unparalleled opportunity to work at the intersection of "doing well and doing good," having the potential to meaningfully impact organizations and their communities on a daily basis. We are committed to providing our professionals with development across areas of expertise, and advancement based on individual goals and performance.

NYC Business Solutions Centers

For the last four years, Next Street has operated the NYC Business Solutions, Lower Manhattan Center, a brick-and-mortar facility, which is funded by the NYC Department of Small Business Services (SBS). Each Center works with entrepreneurs and small business owners at various stages of company development, from newly launched to established businesses. In January 2016, we added a second Center in Queens to our portfolio. Through the Centers, Next Street offers an array of business planning, financial, workforce training, recruitment, M/WBE certification, and other services to NYC entrepreneurs and small businesses. Each year the Centers see an average of 3,200 businesses providing them with over 4,500 services. Under Next Street's leadership, we have facilitated 840 loans for businesses, helping them access 382 approvals at over \$26 million in financing through our lending partners, and helped more than 1,000 businesses source over 3,000 employees, dramatically impacting job growth in their communities. The Centers have also helped over 100 minority and woman-owned businesses apply for M/WBE Certification with the City of New York.

The NYC Business Solutions team is an extension of our Client Solutions unit and plays a pivotal role in helping to establish our presence and influence in New York City's Small Business ecosystem. Whether working with small businesses and non-profits or large institutions and government and economic development organizations, we deliver solutions to clients that advance organizations' strategy, growth, capacity, and impact. As part of our team, you will work closely with our Firm's leadership, general delivery, and Corporate teams to ensure that the services delivered by the Center have a lasting impact and establish a long term relationship with our Firm.

Position Summary:

Next Street is seeking a dynamic and entrepreneurial leader to serve as the Senior Account Manager of Next Street's NYC Business Solutions, Industrial Business Services Program for Manhattan. This is an exciting opportunity to manage all operations of the Program for Manhattan, including day-to-day management of the program, intake and assessment, service delivery, and business development.

The Senior Account Manager will be responsible for leading the Program towards its goals, and will report into Next Street's Deputy Director for the NYC Business Solutions, Lower Manhattan Center.

Your work:

- > Deliver the NYC Business Solutions set services to industrial businesses to ensure the Manhattan IBS Program is regularly exceeding goals set by NYC Department of Small Business Services and Next Street leadership
- > Engage a wide range of industrial businesses across Manhattan to understand their needs and make recommendations for the types of resources and services the City can provide this population of businesses to help them be successful
- > Drive business development and marketing efforts to attract and retain clients and partners
- > Collaborate across Next Street offices and communities of practice to ensure our client's strategic, financial, and organizational needs are met and small development learnings are shared
- > Use a relationship driven approach to maintaining long-term relationships with high potential, scaling industrial business clients
- > Actively supporting and driving business development efforts
- > Engage community-based organizations, community boards, Business Improvement Districts, and other relevant stakeholders in the interest of engaging industrial businesses and improving the access that they have to support services
- > Attend morning, evening, and weekend events, as necessary, in the interest of strengthening partnerships and business development efforts

We are looking for someone with:

- > Bachelor's degree or equivalent experience required; advanced degree preferred
- > 3+ years work experience working with entrepreneurs and industrial small business owners and deep understanding of and connections to the NYC industrial business landscape
- > Strong ties to and knowledge of the industrial business community in Manhattan and City wide; particularly in the areas of garment manufacturing, transportation and logistics, and warehousing
- > Experience analyzing business financials
- > Solid understanding of the capital and incentive programs available to industrial businesses to help them access capital or lower the cost of doing business in New York City
- > A desire to build a clear strategy and vision for a Program and an appetite to take entrepreneurial initiative
- > A demonstrated capacity for collaboration and teamwork at all levels of tenure
- > A commitment to develop one's personal leadership, in addition to cultivating one's abilities to lead others, the work, and the organization
- > A proven ability to effectively manage multiple priorities in a fast-paced environment
- > Ability to identify business development opportunities within client interactions, with a track record of cultivating new opportunities
- > Superb writing and presentation skills and a high level of maturity and presence with clients
- > A strong desire to continuously learn through work across industries, client segments, and communities of practice
- > A willingness to challenge and be challenged, regardless of seniority
- > A strong analytical and critical thinking skill set

Next Street is an equal opportunity employer and considers qualified applicants for employment without regard to race, color, creed, religion, national origin, sex, sexual orientation, gender identity and expression, age, disability, or Vietnam era, or other eligible veteran status, or any other protected factor.