



We are looking for

MANAGING DIRECTOR OF POLICY & CONSULTING

Seattle Jobs Initiative (SJI) is an organization deeply committed to and guided in its daily work by its mission. Bounded by a set of values, SJI drives toward its vision for the future through an identity statement that defines how it will accomplish its mission and vision. SJI supports people from under-invested communities to build careers. By creating equitable workforce systems and developing impactful partnerships, we address structural racism.

As an Equal Opportunity Employer, SJI encourages people of all backgrounds to apply, including BIPOC, immigrants, refugees, women, LGBTQIA2S+, people with disabilities, and veterans. We recognize your unique qualities and the value you bring to our commitment to the communities we serve. Together we create and preserve inclusive and equitable environments.

POSITION DESCRIPTION

Seattle Jobs Initiative (SJI) is seeking an innovative and entrepreneurial leader for our portfolio of State and National work. The position provides an opportunity to drive continued growth in existing areas of practice, identify new opportunities for development, and lead a highly skilled team of workforce professionals.

Our vision is that every worker has a career that allows them, their, family, and community to thrive. To advance this vision nationally, we have developed three areas of nationally recognized expertise:

SNAP Employment and Training: Providing technical assistance and consulting services to Federal, State, and local agencies responsible for the effective implementation of SNAP E&T. This includes a Federal contract for SNAP2SKILLS as well as various other contracts with States, localities, and philanthropic organizations seeking to improve economic opportunity for individuals receiving food assistance.

Student and Participant Centered Design: Providing consulting and implementation support to higher education and training entities to make systems and practices more responsive to the needs of underserved students. Started with an investment by the ECMC foundation, this is a growing area of practice for SJI.

Workforce Policy and Research: Providing workforce development related research and policy recommendations at local, state, and national levels. Work includes analyzing labor market data, future of work studies, and evaluations of programs. Current work includes a mix of short-term projects and longer-term engagements to support equitable workforce systems.

Additionally, SJI is actively looking for new opportunities to share our success and knowledge demonstrated at the local level with national audiences.

Key competencies for this position include:

- Ability to lead a team of highly skilled, independent, and experienced professionals to support client outcomes as well as personal development.
- Demonstrated ability to develop new funding opportunities to support the consulting work through an established network in the workforce development space.
- Strong network within the national workforce eco-system including Federal agencies, advocacy organizations, philanthropy, higher education, and other partners.
- Commitment to moving from concept to operationalizing race-equity initiatives to address structural and systemic inequities in workforce and related systems.

- Innovation mindset to identify new opportunities to advance the SJI mission through consulting and policy work.
- Understanding of how the current workforce system needs to improve to better serve individuals facing barriers to economic opportunity.

Candidates need not have specific subject matter expertise in specific lines of consulting business but should demonstrate a strong understanding of the workforce eco-system and its diverse components. Experience working in community-based organizations, providing high level workforce consulting services, policy advocacy, and previous private sector experience are highly valued.

While there are no required educational credentials, the writing and communications needs reflect the graduate school level of competency. Student experiences in community colleges, apprenticeships, HBCU/HSI, and leadership academies or fellowships would provide strong context for the work at SJI.

SJI operates in a hybrid flexible work environment where remote work is supported and encouraged. However, in-person requirements on client projects, conferences, organizational events, and other occasions will be required. While the demand from clients for travel is unknown post-COVID, estimated travel for the position is 20% for a candidate in Washington State. For candidates in other locations this may raise to 30%.

COMPENSATION AND BENEFITS

This is a full-time, exempt position with a hire-in annual salary pay that starts at \$125,000, company pays employee medical, dental, vision, short- and long-term disability, life insurance, health and dependent care flexible spending accounts, PTO (paid time off), personal holidays, and 401(k) with SJI match. SJI provides remote work support to all staff.

SJI employees are required to be fully vaccinated against COVID-19. If selected, you will be required to submit proof of vaccination prior to your start date. People are considered fully vaccinated two weeks after their second dose in a two-dose series or two weeks after a single-dose vaccine. Employees may make requests for a reasonable accommodation based on a medical disability or for sincerely held religious beliefs.

SEND YOUR RESUME AND COVER LETTER TO JOBS@SEATTLEJOBSINIT.COM