



JOB POSTING: BUSINESS DEVELOPMENT COACH

Organization Overview:	<p>The South Shore Chamber Community Development Corporation (SSCCDC) is a 501c3 located in the South Shore community of Chicago, IL. SSCCDC is committed to fostering and maintaining vibrant commercial corridors through active redevelopment of underutilized properties, development of vacant lots and coordination of resources that promote local entrepreneurship, reduces vacancy rates and provides community wealth-building opportunities for residents.</p> <p>SSCCDC is the sister organization to the South Shore Chamber. Although two separate legal entities, the day-to-day work goes hand-in-hand.</p> <p>The CDC priorities include:</p> <ul style="list-style-type: none">● Lead the commercial revitalization strategies along South Shore Business District;● Undertake direct development to reactive vacant/blighted properties and provide spaces for small businesses;● Provide technical assistance and support to other development projects in the corridor;● Undertake fundraising activities to support redevelopment along the corridor;● Provide grants/development match to support small businesses launching on the corridor that meet community goals; and● Pursue and coordinate community wealth-building opportunities including the launch of a South Shore Community Investment Vehicle – We The People
Role:	<p>The Business Development Coach will play a vital role in providing one on one coaching and conducting workshops for our business owners. This position requires a versatile set of management skills due to the diverse range of clientele served by our organization. Ensuring client confidentiality and delivering high quality advice and training are paramount to the success of our business owners.</p>

<p>Key Responsibilities:</p>	<ul style="list-style-type: none"> ● Develop and execute programs and activities aligned with the goals and objectives of the organization, focusing on providing effective business solutions to our clients. ● Oversee the Neighborhood Business Development Center (NBDC) at SSCC by executing workplan and benchmarks. ● Establish and maintain an effective network of advisors who possess expertise in relevant market sectors. ● Identify and leverage internal and external resources to achieve program objectives, including actively seeking additional funding sources to support our initiatives. ● Provide direct business advice, coaching, and training to our clients. ● Oversee and manage a team of consultants and administrative staff. ● Manage the operational budget of the department. ● Maintain up to date reference materials and a comprehensive database to support our business solutions efforts. ● Cultivate partnerships and collaborations with other organizations and businesses that can provide additional resources and support. ● Keep track of private sector consultants and their areas of expertise to facilitate referrals for the small business community. ● Maintain accurate client control records and manage the information system. ● Prepare timely and accurate reports for internal and external stakeholders. ● Collect and analyze data on program effectiveness to enhance our services. ● Actively promote our organization and the needs of the small business community through various marketing initiatives. ● Develop and implement a comprehensive marketing plan to increase the visibility of our services. ● Foster relationships with other relevant entities, such as SBA resource partners, local chambers of commerce, professional associations, and economic development groups. ● Establish connections and collaborations with other centers or businesses that can provide additional resources and support. ● Performs other duties as assigned.
<p>Qualifications:</p>	<ul style="list-style-type: none"> ● Bachelor's degree (B.A. or B.S.) in business, economics, or a related field. ● Preferred five (5) years of experience in small business management or business consulting. ● Experience in budget and program management.

	<ul style="list-style-type: none">● Strong marketing and sales orientation.● Excellent communication skills, including public speaking abilities.
Salary	<ul style="list-style-type: none">● <i>Annual Salary \$80,000 + benefits</i>

Please email all inquiries and resumes to ttrice@southshorechamberinc.org with Business Development Coach in the subject line. NO PHONE CALLS PLEASE.