

# Business Development Manager – Portland, OR

## Who is Jump Start Finance?

Jump Start Finance is dedicated to helping families afford high quality child care by providing lending options that lower their monthly expense burden. Our goal is to help families earn more over time by enabling more child care choice, help kids thrive by increasing access to high-quality care environments, and help child care centers grow so they can support ever-increasing demand for their services. Jump Start believes in offering lending products that make the world a better place.

## Business Development Manager

Jump Start partners with quality child care centers, which are responsible for presenting loan products to parents, and forwarding tuition invoices each month for parents that have a loan with Jump Start. The Business Development Manager is responsible for direct engagement with potential child care center partners and driving program uptake. The successful candidate will be professional, care about the Jump Start mission, and understand how to cultivate relationships in an industry where potential clients are extremely distracted with running their businesses and caring for children.

## What you will do:

- Effectively articulate how the Jump Start program creates value
  - Understand care center financials, and how they can use our program to generate more income
  - Describe program benefits to parents and their children, both economically and developmentally
- Pitch the Jump Start program through a combination of direct face-to-face, telephone and email outreach, and follow through to successful completion of an agreement
- Cultivate long-term relationships
  - Build durable relationships with our clients, which Jump Start will engage with on an ongoing basis
- Closely adhere to corporate and bank partner guidelines regarding approved program materials, benefits, terms, and conditions
- Update outreach progress within operating region in the company's CRM platform
- Identify and leverage industry workshops, networks, and social interaction to promote our program
- Attend industry conferences, and exhibit/present when appropriate
- Gather program feedback and suggestions from the child care industry and suggest program improvements

## Skills & Other Requirements

- Part time (20 hours per week)
- Candidate may work remotely with periodic meetings and check-ins at JSF headquarters

- Must be highly organized and able to multitask
- Excellent personal interaction skills
- Able to communicate clearly and succinctly, both verbally and in writing
- Creative and strategic