Business Engagement and Partnership Manager, Key Sectors
A new twist on M&A: Business development for Employee Ownership

Project Equity grows community wealth by retaining successful local businesses through employee ownership transitions
Do you want to see a world where the average employee has economic security and businesses help build resilient communities? So do we! Project Equity helps employees become owners of the businesses where they work. We raise awareness of employee ownership as a business succession and shareholder liquidity strategy, target lower middle and middle market companies for awareness and education, and provide consultations and direct support for business owners and employees to transition to employee ownership. Project Equity is currently expanding into multiple regions around the country.

Help us tap incredible momentum
Project Equity’s success has garnered coverage from media outlets such as Forbes, Fast Company, National Public Radio (NPR) and The New York Times and has propelled us forward as a national leader in the movement to harness employee ownership to maintain thriving local businesses, create quality jobs, and address income and wealth inequality.

Your role
As a critical member of our team, the Business Engagement and Partnership Manager for Key Sectors will be a driver of growth for Project Equity’s work with businesses nationally, by sourcing and executing commitments of lower middle and middle market companies in key sectors including manufacturing, supply chain, logistics, construction and others across the country. You will manage partnerships and develop relationships with influential business advisors and industry networks, and deliver results to a wide range of clients by educating, building relationships, and prospecting with channel partners and business owners about employee ownership as a succession and shareholder liquidity plan. You will also help to develop and implement structured, organized programs that draw in business owners to consider this option for their business. Prior knowledge of employee ownership is helpful but in no way required.

How you will expand employee ownership

● You will drive our employee ownership transition activities by sourcing and executing commitment of lower middle and middle market companies with emphasis / prioritization on key sectors and in target regions
● Creatively identify businesses meeting our strategic criteria and specific metrics
● Drive engagement of single owner or shareholder groups and their financial advisors in meaningful dialogue on succession planning and shareholder liquidity
● Maintain, build and leverage a database of industry contacts
• Develop and conduct prospecting campaigns through email, outbound calling, meetings, presentations, conferences and events.
• Find, cultivate, and operationalize successful partnerships that deliver quality leads, like those with cities / counties, industry networks and exit planners. Some of these are already up and running, some you’ll be replicating, others you’ll get off the ground.
• Convene and host meetings and events with business owners and channel partners. Partner with marketing to drive attendance. Manage all post-meeting follow-ups.
• Gather, analyze and present company information to internal team members for review and sign off.
• Predictably reach or exceed annual quota by building and managing a healthy pipeline.
• Partner with marketing to help drive relevant leads.
• Own the full sales cycles cycle from lead to close.
• Log all of the details from the conversations in Salesforce and have impeccable follow up.

How you work
• You know how to successfully prospect for small businesses owner clients in the lower middle to middle market.
• You quickly and easily gain respect from seasoned business owners, especially those near the end of their careers.
• You are an enthusiastic energetic self-starter, driven to perform, results-oriented and enjoys being on the phone / video conferences.
• You have great people and communication skills and love creating partnerships and figuring out how to engage and inspire others.
• You are detail-oriented, and hungry to really understand how things work, so that you can answer potential clients’ questions with nuance.
• You are strategic and able to focus on both today as well as the medium- to long-term, knowing that it takes time to build a market.
• You understand small business, small business financials (including financial statement literacy), and are comfortable with typical bank/lending/investment terminology and practices.
• You are a team player.

Areas where you shine
• You understand lower middle to middle market businesses and are able to quickly gain respect from business owners and diverse stakeholders in this small business ecosystem.
• You are a “people person,” somebody who business owners would love to get to know and trust.
• Consultative sales comes naturally to you. You know how to close.
You are skilled at executing structured, organized programs that draw in sophisticated decision-makers.
You are a great communicator: written, email, presentations, phone and in person. People enjoy engaging with you. You can communicate complex concepts simply to diverse audiences.
You have excellent organization, planning, and follow through.
5+ years of experience in a full-cycle, quota-carrying closing sales role.
Experience in boutique investment bank, private equity, search funds, mergers & acquisition or wealth management is highly desirable.
BONUS: Experience with employee ownership (not required)

Benefits
- 100% of employee premium covered for Cigna medical, dental, vision (30% for dependents), Simple IRA employer match up to 3%, 12 annual holidays, 15 annual vacation days (years 1-4), 20 days (year 5+), 10 days sick leave annually.

This is a full-time role, preferably located in the Midwest, Rockies region or West coast; national in scope, but with emphasis in California, Arizona, Nevada, South Florida, Metro Atlanta and Milwaukee. This role will have notable experience in key sectors so you will also engage in other regions as needed. Travel is central (post-COVID, 25-30% time is our best guesstimate, but you’ll be co-creating the strategy and plan with us).

Compensation is commensurate with experience.

Project Equity is a project of Multiplier, our umbrella organization and nonprofit "sponsor." Multiplier provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, gender, sexual orientation, gender identity, national origin, age, disability, genetic information, marital status, amnesty or status as a covered veteran in accordance with applicable federal, state and local laws.

TO APPLY: Please upload your resume and cover letter here. In your cover letter, please explain what motivates you to work with Project Equity, and how your experience, skills and commitment will advance our work to create a more equitable economy.
Learn more at https://project-equity.org