

Regional Director, Workforce Incubator

Are you committed to preparing the world-class talent needed to meet the evolving needs of California's top companies, industries and emerging job sectors?

Are you able to work effectively across the boundaries between industry, education, NGOs and government to build pioneering coalitions that bring about sustainable change?

Are you interested in joining a mission-driven team of highly experienced, committed professionals in a leadership capacity to initiate, negotiate and implement contracts that fulfill regional and statewide goals?

If so, we want to talk to you.

Who are we? Workforce Incubator is a non-profit consulting group working across California to cultivate world-class talent for 21st Century careers. We are focused on tackling challenges like re-training displaced workers, up-skilling incumbent employees, building career pathways and developing unique statewide initiatives that meet the varied needs of our clients, which include the California Smart Grid Center and PG&E. We build upon a number of models for career-relevant learning that were pioneered by the Gates Foundation, the Irvine Foundation, and others.

We are looking for a unique set of skills – someone who can both manage our existing projects and fulfill on our contract responsibilities while also building strategic relationships with stakeholders in industry, education, government, NGOs, and others that will lead to new contracts for our services. Your project management, coalition-building, negotiation, execution and leadership skills must be exceptional and a background in industry, preferably in a STEM field or a relevant advanced degree, would be required. Our clients include senior executives, CEOs, Chancellors and Executive Directors of statewide initiatives, so an ability to hold your own in that sort of community and a network of connections with these sorts of people would be a plus.

Our company works virtually, with clients and consultants across the Western US. There is no shortage of opportunity for the right person as long as you have the temperament, ethical standards and ability to execute that we're looking for. Initially, you will be hired on a project basis as a consultant until sufficient contracts are underway, then we will consider a full-time arrangement.

What Will You Do?

- Create and execute Workforce Incubator's regional business development strategy in alignment with our statewide business goals and long term plan.
- Facilitate coalitions of industry, education, government, NGOs, and others to develop initiatives required to meet the needs of a sub-region, sector, or industry clusters.
- Identify opportunities for new projects within California, primarily the Northern California region, and initiate and negotiate contracts for our services.

- Build strategic relationships with stakeholders in industry, education, government, NGOs, and others to create career pathways that are responsive to workplace needs over the long term.
- Recruit and manage a network of consultants, manage projects undertaken by those consultants and assure the fulfillment of all contract responsibilities.
- Assure the integrity of relationships, finances, and contractual obligations at all times.

Required Skills and Experience

- Bachelors degree or higher level of education
- Seven years or more of relevant experience
 - Either: post-secondary instruction in a STEM field
 - OR: management of a STEM workforce
- Strong interpersonal skills
- Leadership skills
- Capacity to manage multiple relationships and multiple projects
- Strong analytical skills
- High ethical standards
- Willingness to travel across California

If you are interested, please contact jobs@workforceincubator.org. Please send a resume and cover letter outlining your skills and how they apply to this specific position. No calls please.