

Esperanza's PA CareerLink - North has an immediate full-time opening for a **Job Development/Goal4It! Lead**, a senior staff representative of Esperanza, Inc. (Esperanza) and responsible for building and maintaining workforce growth and development at our CareerLink program site.

Esperanza is a faith-based non-profit organization committed to raising awareness and identifying resources that strengthen the Hispanic community.

Key Responsibilities include:

- Plan, develop, and implement workforce development programs for employers and individuals seeking employment, educational, and training services through PA CareerLink.
- Be a primary point of contact for the integration and implementation of the Goal4It! design, offering best practice or CareerLink North experiences to the enhancement and refinement of the design.
- Develop creative and innovative vocational training, life skills, workforce development and job preparation services & strategies that address vocational, health & wellness, socio-economic, and educational factors that contribute to an individual's work readiness.
- Oversee the development and implementation of assessment and program evaluation methods and participate in the development of quality improvement strategies.
- Work closely with our partner agency, Philadelphia Works, a non-profit employment and training agency administering state and local government funding in the delivery of program initiatives and objectives.
- Oversee the day-to-day operation of services for PA CareerLink North program.
- Provide leadership to staff, schools, employers, workforce development agencies, government agencies, and community-based organizations in the development of program services to best serve job seekers and employers of PA CareerLink North programs.
- Develop and implement the marketing of programs and activities of PA CareerLink North programs. Promote the programs by serving on task forces and committees with business partners, employers, and the community.
- Maintain and build relationships with business and industry, governmental agencies, community organizations and workforce development partners to ensure quality and relevance to programs.

Desired Qualifications:

- BA/BS degree from an accredited college or university in a related field of study is preferred.
- A minimum of 5+ years of professional/management level experience in the field of employment, education, or training with progressive experience in developing effective regional consortium to deliver workforce training and development programs that have produced positive outcomes.
- Previous experience working in Welfare to Work, Dislocated Workers or other WIA programs strongly preferred.
- Prior sales, marketing, employment counseling or job development experience.
- Knowledge of/experience navigating Philadelphia workforce development and social service systems.
- Knowledge of employment services, job development strategies and labor market trends in a range of occupational fields (professional, skilled, semi-skilled and industrial).
- Ability to outreach, network, and market participants and program.
- Ability to motivate participants toward full-time, entry-level employment.



- Excellent verbal and written communication skills.
- Proficient in using Microsoft Office and other widely utilized software applications.
- Bi-lingual (English/Spanish) skills preferred.

Esperanza offers a comprehensive employee health & wellness benefits program. Salary is commensurate with experience. Interested candidates should email a resume along with salary requirements to [jobs@esperanza.us](mailto:jobs@esperanza.us) and please indicate **JOB DEVELOPER TEAM LEAD** in the subject line. Our office is located at: 4261 North 5th Street Philadelphia, PA 19140.