

LEADERSHIP PROFILE



Executive Director Year Up New York

“To close the Opportunity Divide by providing urban young adults with the skills, experience, and support that will empower them to reach their potential through professional careers and higher education.”

~ Year Up Mission

THE OPPORTUNITY



Year Up is an award-winning, national non-profit which guides 18-24 year old urban young adults from poverty to professional careers in the span of one year.

Year Up New York is ripe with opportunity for new and expanding corporate partnerships, resources to fuel its growth and urban young adults to serve. Year Up seeks an Executive Director able to seize this opportunity and effectively and rapidly scale its program to increase its impact on New York’s urban young adults.

Located in the heart of the financial district, and co-located with members of the national Year Up team, Year Up opened its doors in 2006 and has since grown to two locations. In 2016, Year Up added its new location at the Borough of Manhattan Community College (BMCC). Year Up currently serves 320 young adults per year and has the opportunity and aspiration to grow this number.

The mandate for the new Executive Director is to establish Year Up as a preferred partner for entry to mid-level talent in the New York metropolitan area and to expand its presence and the number of young adults served throughout the five boroughs.

The Executive Director will ensure Year Up is an outstanding resource for

under-served young adults, providing them access to education, professional skills building and hands on experience.

The Executive Director will have an unshakeable belief in the talent and potential of the young adults served and will take Year Up to its next level of impact by:

- Ensuring existing program operates with excellence and efficiency
- Implementing a demand driven strategy to strategically increase and expand corporate partnerships
- Developing and deepening donor relationships
- Expanding community partnerships
- Increasing the number of young adults served
- Inspiring, motivating and managing a high performing team
- Leveraging and enhancing the local advisory board to ensure Year Up New York's long term success

By doing so, Year Up New York will become an even stronger asset to serve urban young adults and the broader community, helping to close the Opportunity Divide and building a vibrant future for the New York region.

THE ORGANIZATION

Year Up was founded in 2000 by Gerald Chertavian, who, after a successful business career, became a social entrepreneur. While he was in college, Chertavian began volunteering as a mentor and Big Brother to low-income youth – something he did for decades. He was impressed by the ambition and talents of the young people he got to know, but he saw that they had little opportunity to “plug in” to the mainstream economy. A combination of limited or poor educational opportunities and a lack of exposure to the culture of corporate America prevented many from entering the economic mainstream. Year Up was established to bridge this Opportunity Divide.



Since its inception, Year Up's high-expectation, high-support program has combined marketable job skills, stipends, corporate internships and college credits. It addresses students' social and emotional development and provides appropriate support to place young adults on a path to economic self-sufficiency.



During the first six months, students attend intense, classroom-based career training such as information technology, programming or finance, learning technical skills that prepare them for success in a corporate environment. Students also gain professional soft skills training.

During the second six months, successful Year Up students gain experience in internships with leading corporate partners who sponsor the internship placement. Corporate partners in New York include American Express, Bank of America, Bank of New York Mellon, Facebook, Goldman Sachs, Google, JP Morgan Chase, LinkedIn, and Publicis.



After graduation, students are supported in their job search and in building their professional networks through Year Up's local and national alumni associations, as well as through Year Up Professional Resources, a wholly-owned staffing firm that serves Year Up alumni.

As a national model for economic and social impact, the Year Up program gives companies a cost-effective solution for recruiting entry and mid-level talent, while providing young adults with an essential stepladder for career success.

Year Up has proven national results:

- 100% placement of qualified Year Up students into internships.
- Over 90% of Corporate Partners would recommend Year Up to a friend or colleague.
- 90% of graduates are gainfully employed or attending college full-time within four months of completing the program.
- Employed Year Up graduates' starting wage averages more than \$38,000 per year.

Year Up has been recognized at the national level through participation in the Clinton Global Initiative, a site visit from President Obama, and a

feature on [60 Minutes](#). This recognition has triggered growth opportunities in every region, including New York.



With an operating budget of \$108M million, Year Up served more than 3,200 students in 2016 across 24 fully operating programs in 15 states. The operating budget for Year Up New York is \$25M with a staff of 64. Please visit <http://www.yearup.org> for more information.

THE RESPONSIBILITIES

The Executive Director will enhance and expand Year Up, capitalizing on the strong national reputation and building a similar reputation locally. He or she will:

1. **Provide strategic vision and leadership.** The Executive Director will be a values- driven, inspirational servant-leader with high emotional intelligence. He or she will inspire confidence and provide collaborative, forward-thinking leadership, develop and execute a strategy for growth that will ensure that Year Up's national strategies succeed in the New York market, manage through change and enhance the comprehensive impact and growth potential of Year Up in New York.
2. **Expand corporate partnerships and strengthen the Year Up brand while achieving fundraising goals and building capacity.** The Executive Director must lead in articulating the value proposition to corporate partners and donors to develop and strengthen Year Up's brand and reputation in the region. He or she will lead the team to accomplish quality execution and ambitious goals. Expanding Year Up New York will require additional financial resources, partnerships and investment.
3. **Be accountable for financial management.** Prior management of a P&L is valuable experience for success in the role. The Executive Director will promote disciplined growth with clear organizational priorities, a sensible management structure and emphasis on strategic management of resources.

4. **Be a credible and compelling advocate.** The Executive Director will be a powerful presenter and advocate for the Year Up mission. He or she will advocate vigorously and effectively for students and the program. The Executive Director will be adept at connecting with others in an authentic and caring way.
5. **Manage a multi-dimensional organization.** The Executive Director must lead performance management with strong executive leadership, clear objectives and accountability for the team. He or she will build a collaborative culture, effectively teaming with national resources to ensure the organization hits growth and performance targets. The successful candidate will make certain that the organization has the appropriate systems, resources, structures and personnel to support highly effective internal and external activities. Hiring, developing and retaining talent across the organization is critical to Year Up New York's success, as is working to create an organization reflective of the communities it serves.
6. **Oversee program management.** The Executive Director will understand, value and maximize the performance of each of the site's program activities to ensure the highest level of performance for admissions, academics, student services, internships, job placement and alumni services.
7. **Provide organizational leadership.** The Executive Director is a member of Year Up's national leadership team, responsible for driving the goals of Year Up New York, while effectively leveraging and connecting with both national and peer leaders across the organization. He or she will be experienced working in a matrix environment and comfortable including and leveraging resources outside of his/her direct team. The Executive Director will be a member of the organization-wide Management Committee, participate in quarterly strategy sessions and periodically be called upon to join teams which shape long-term organizational direction at the National level.



THE IDEAL CANDIDATE

The ideal candidate will bring experience leading a multi-dimensional, growth-oriented organization. He or she will be committed to the mission of Year Up and excited by the mandate to grow partnerships, relationships and revenue.

The ideal candidate will:

- Be passionate about working with urban young adults, have an unshakable belief in their potential and a strong commitment to the mission of Year Up
- Have a track record of driving organizational growth through strategic new market opportunities, expanding partnerships and increasing funds
- Possess an engaging personal leadership style that inspires others to support Year Up and the ability to communicate and advocate the mission clearly and persuasively
- Be a recognized peer among potential corporate partners, donors, and civic leaders with strong ties and a strong reputation within the New York region
- Be facile at balancing mission and margin while advocating for both
- Have experience running a P&L and managing budgets
- Have experience leading in a dynamic, complex, results-driven matrix environment with multiple demands
- Possess a Bachelor’s degree; an advanced degree in business is preferable



THE RELATIONSHIPS

| | |
|-------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Reports to | <ul style="list-style-type: none"> • National Site Director |
| Manages | <ul style="list-style-type: none"> • Sr. Director of Operations and Strategic Planning • Site Director, Higher Ed Programs • Senior Director of Program • Senior Director of Development • Regional Director of Partner Relations • Regional Director of Corporate Engagement |
| Key relationships | <ul style="list-style-type: none"> • BMCC • Corporate partners • Year Up students and alumni • Community partners • Current and prospective donors and partners • Local advisory board |

Compelling candidates could come from a variety of contexts. Year Up is an equal opportunity employer, and a diverse slate of compelling candidates is being sought.

TO APPLY



For potential consideration or to suggest a prospect, please email YearUpNY@BoardWalkConsulting.com or call Crystal Stephens or Paula Nicholas at 404-262-7392.