



## **JOB ANNOUNCEMENT: Relationship Manager**

Prosperity Works builds the capacity of families and organizations with personal, social and financial assets, and advocates for policies and practices that support economic prosperity for all New Mexicans.

Our work is designed to free people from poverty by changing the systems that lead people into poverty and keep them there. It does this by helping low and moderate income populations create financial reserves and assets, and by removing barriers to creating both. This approach frees people from poverty because when people have even a small amount of reserves, their world-view and emotional state change quickly and permanently.

We are seeking a Relationship Manager to expand our capacity to serve the people of New Mexico.

### **Key Responsibilities:**

- Develop relationships with the business community to identify opportunities for integration of asset building strategies and products into business models;
- With organizational leadership, work to develop and deploy affordable small dollar loan products;
- Expand asset building strategies and products to serve additional rural and tribal communities;
- Provide presentations on financial literacy and financial capability;
- Provide financial coaching services to community members – when needed;
- Utilizes the agency CRM to manage business contacts;
- Recognizes opportunities for enhanced relationships with the business community, including funding support or new product development;
- Enthusiastically upholds Prosperity Works' vision for a future in which all New Mexicans have the knowledge, relationships and opportunities to thrive.

### **Qualifications:**

- A passion for increasing economic opportunity and asset building;
- Ability to understand business needs and how the opportunities that we offer address them.

- Ability to negotiate with the business leaders while maintaining organization mission;
- Ability to communicate complex information clearly in writing and oral presentations to a range of audiences;
- Knowledge of New Mexico's business community, and confidence working with business leaders on a peer-to-peer basis.
- Success working in rural and Native Communities
- Strong organizational and interpersonal skills;
- Demonstrated ability to build cross-sector relationships to achieve goals and objectives;
- Bilingual ability in English and Spanish preferred;
- Advanced degree preferred.

Prosperity Works offers an excellent total compensation package, including competitive base salary, health, vision and dental insurance, a 403B, and a generous leave policy. Please send a cover letter and resume to [ona@prosperityworks.net](mailto:ona@prosperityworks.net).

Visit our website [www.prosperityworks.net](http://www.prosperityworks.net) to learn more about our mission and organization.