



Opportunity Scholars

Senior Manager of Business Partnerships

Territory: Northern Virginia & Shenandoah Valley

Compensation: \$75,000–\$110,000 + incentive pay + stipend to partially cover benefits and work-related expenses

About Opportunity Scholars

Opportunity Scholars (OS) is a nonprofit organization dedicated to helping high school seniors and young adults pursue career and technical education. We guide, connect, and finance young adults to achieve career success through low-cost pathways to high-paying jobs.

By building these pathways, we create a pipeline of capable, dependable technical workers to support and grow local businesses. OS believes that combining real-world work with training and education is the most effective way to prepare young adults for meaningful careers.

The Role

Opportunity Scholars is seeking a Senior Manager of Business Partnerships to serve as the primary liaison between Opportunity Scholars and business partners. This role is responsible for developing, maintaining, and expanding relationships with outside companies who provide employment, hands-on training, apprenticeships, and “earn and learn” opportunities.

The ideal candidate is outgoing, strategic, and relationship-focused, able to connect young adults with meaningful career opportunities while helping businesses meet workforce needs. This is a high-impact, field-based role that may require travel across Northern Virginia and the Shenandoah Valley.

Why Join Opportunity Scholars

- Make a measurable impact by connecting young adults to real-world career opportunities.
- Build meaningful relationships with businesses, educators, and community stakeholders.
- Competitive salary and incentive pay, plus a stipend for work-related expenses.
- Work in a mission-driven, collaborative environment focused on outcomes and community impact.

Key Responsibilities

- Develop and maintain relationships with businesses to provide:
 - Employment opportunities for scholars

- Job training and hands-on apprenticeships
- Earn-and-learn opportunities
- Income streams to offset student education and coaching costs
- Work readiness support services for young adults
- Achieve both relationship and business volume targets for employers across all OS career pathways.
- Work directly with OS coaches to connect young adults to employment opportunities, serving as the conduit between scholars, employers, and OS staff.
- Support planning and execution of employer career information visits and career learning opportunities for scholars.
- Collaborate with local economic development organizations and businesses to identify high-priority career pathways and meet employer workforce needs.
- Maintain relationships with Career and Technical Education teachers and work-based learning coordinators to strengthen scholar-employer connections.
- Represent Opportunity Scholars at local and regional workforce development and employment initiatives.
- Perform other duties as assigned.

Qualifications

- Experience in technical or trades professions preferred; relationship-building or sales experience required.
- Community college or university education, or equivalent work experience.
- Strong business acumen and ability to overcome objections.
- Excellent organizational skills and polished, professional communication.
- Outgoing, confident, and positive personality with strong interpersonal skills.
- Strategic thinker with the ability to work independently and manage time effectively.
- Comfortable traveling locally and occasionally throughout Virginia.

How to Apply

Submit your resume to kari@OpportunityScholars.org with the subject line: *Employer Partnerships Manager – [Your Name]*.

Applications will be reviewed by our hiring team on a rolling basis until the position is filled.