



## **Assistant VP of Strategy and Business Development**

Full-Time, Exempt

MHA-NYC is a nonprofit organization with local roots and a national reach that for over 50 years has been leading the way in mental health with a three-part mission of service, advocacy, and education. Every year, we reach over one million people nationally with mental and behavioral health challenges through high quality innovative programs.

### **Position Summary:**

Looking for the needle in the hay stack. Are you a driven relationship builder who is creative and resourceful? Do you want to be in the forefront of an organization that saves lives every day?

The Mental Health Association of New York City is searching for an Assistant Vice President of Business Development. The position will work directly with the EVP of Strategy and Business Development to drive the future of the organization, ensuring the availability of Mental Health Services to all. He/She will develop relationships and build the pipeline of prospective strategic partners and growth opportunities that align with the mission of the organization.

### **Essential Duties and Responsibilities:**

- Identify, develop and maintain a broad-based scope of relationships to drive organization initiatives.
- Identify opportunities and execute all aspects of mergers and acquisitions and strategic partnerships.
- Work with functional groups to identify, design and support strategic business plans for growth opportunities.
- Responsible for business plan, project plan, budgets, and full scope of work, including financial and operations reporting, for all partnerships, mergers, or customer agreement.
- Represent organization at external meetings, conferences and industry events.
- Drive the innovation, technology and data analytics partnerships to enhance the delivery of services.
- Other key projects as assigned.

### **Experience and Qualifications:**

- Proven full cycle relationship development and management.
- Excellent communication and persuasion skills.
- Strong analytical, problem solving and negotiation skills.
- Proposal and grant writing expertise.
- Self-starter with the ability to drive the mission of the Mental Health Association.
- Advanced degree in Business, Public Health or Public Administration preferred.
- Experience in the behavioral health field preferred.
- Collaborative work style.

MHA-NYC is an equal opportunity employer. Applicants are considered for positions without regard to veteran status, uniformed service member status, race, creed, color, religion, gender, gender identity, sex, sexual orientation, citizenship status, national origin, marital status, age, physical or mental disability, genetic information, caregiver status or any other category protected by applicable federal, state or local laws.