

**Organization:** Results for America

**Role:** Senior Manager of Economic Mobility, What Works Cities

**Location:** New York, NY

### **Organization Overview**

Results for America is the leading, national nonprofit organization helping policymakers at all levels of government harness the power of evidence and data to solve the world's greatest challenges. Our mission is to make investing in what works the "new normal," so that, one day, all government leaders use rigorous evidence and quality data to inform important policy and funding decisions. We believe that data-driven and evidence-based policy decisions could significantly increase the impact of the over \$1 trillion that governments spend annually to address the needs of the most vulnerable Americans.

Founded in 2012, RFA spent its first three years partnering with policy innovators to build the credibility of evidence-based policymaking, securing early and important wins in education, expanding its work to multiple levels of government and driving awareness and demand through carefully orchestrated education and communication campaigns. During its second phase (2015-2018), RFA worked to demonstrate the power of evidence-based policymaking in ways that resonate with an even broader universe of elected officials and policymakers. Now beginning its third phase of work, RFA intends to demonstrate that governments at all levels can make faster, more lasting progress in accelerating economic mobility for residents when they use evidence and data in decision-making. By creating specific issue-area wins, RFA will further cement support for evidence-based policymaking among all policymakers as the "new normal."

### **Initiative Overview**

What Works Cities is a Bloomberg Philanthropies initiative that is increasing local governments' use of data and evidence to improve the quality of life for city residents. What Works Cities helps US cities improve how they track and use information to make decisions about everything from economic development to public safety. What Works Cities is also building national momentum and developing resources to assist cities around the country in doing this work. Additionally, learning networks will provide ongoing support to cities on best practices and lessons learned across cities.

In November 2018, Bloomberg Philanthropies, the Bill & Melinda Gates Foundation, and Ballmer Group announced a \$12 million project that will help communities analyze economic mobility in American cities and develop interventions that can increase residents' economic progress. Results for America is proud to be part of this exciting initiative. Through its involvement, Results for America will research and catalogue the key barriers local governments face in improving economic mobility and identify promising and tried strategies for local governments to remove them. Results for America's What Works Cities' partners will simultaneously work with ten American cities to 1) build the core evidence and data capacity a

city needs to enhance economic mobility over time; and 2) test and share approaches by local governments to help residents overcome barriers to economic mobility.

### **Position Overview**

Results for America is seeking a highly-skilled, energetic, entrepreneurial senior manager to help design and implement our economic mobility initiative and to identify and communicate project learnings and wins. Economic mobility is an emerging strategic priority at Results for America, and this position represents an exciting opportunity for a dynamic professional to become involved at the earliest stages. Excellent project management, relationship-building and interpersonal skills, and creativity are required. Previous experience in the field of economic mobility or previous work with cities is ideal but not a requirement for the position.

### **Position Reporting Relationship**

The Senior Manager will dual report to the Vice President, Evidence-Based Policy Implementation and the Director of City Progress, What Works Cities.

### **Position Responsibilities**

The Senior Manager will be organized around three (3) core areas of work: project development and implementation; research, analysis and communications; and partner and funder coordination. Specific position responsibilities include, but are not limited to:

#### *Project Development and Implementation*

- Support the selection and management of the cities participating in the economic mobility city initiative, including developing goals and work plans for each city, organizing convenings to bring city leaders and other economic mobility experts together, and coaching cities on the implementation of their goals;
- Manage a portfolio of city governments, including coordinating the existing core city What Works Cities technical assistance alongside specific economic mobility interventions and initiative partners. Responsible for project summary and scoping;
- Support the design of a high-quality experience for cities participating in the initiative;
- Coach city leaders and staff on how to help them achieve and sustain What Works Cities Certification;
- Contribute to the management of cities participating in What Works Cities, supporting the Senior Manager, City Progress as well as assisting with the development and implementation of city and leadership coaching models and other products; and
- Facilitating and coordinating project engagement with counties and community partners, when applicable.

#### *Research, Analysis and Communications*

- Manage the day-to-day development, design, drafting, review, approval, production, distribution, and promotion of two catalogues of resources for local government leaders, illustrating 1) the common barriers confronted and 2) strategies used and under development to help advance economic mobility locally;
- Identify lessons from project work and communicate the impact of the work;

- Assist with the collection and governance of key city data as it relates to the economic mobility work; and
- Working with RFA team to promote the lessons from and successes of the work through targeted conferences, media articles, op-eds, social media, etc.

*Partner and Funder Coordination*

- Facilitate regular funder and stakeholder feedback and input on this work;
- Assist with the overall facilitation of information sharing between RFA and core WWC partner organizations as it relates to the economic mobility work. Work alongside the Associate, City Progress to ensure tight communication and coordination with all partners; and
- Lead the administration, process development, and management of a set of subgrants to cities to support this work.

This is a full-time, exempt position based in New York, NY.

**Position Requirements**

The ideal candidate will possess the following qualifications:

- Bachelor's degree, graduate degree a plus
- At least eight years of work experience (desired)
- Experience working within local governments and/or previous involvement in the field of economic mobility (desired)
- Outstanding project management skills, including strong capacity to manage and coordinate simultaneous projects and successfully prioritize among multiple tasks
- A demonstrated outcome-oriented approach to problem-solving, as well as strong interpersonal and strategic thinking skills
- Strong networking skills and capacity to effectively enlist and engage leaders in our work
- Enthusiasm for launching a new innovative program within a leading national nonprofit
- Collaborative and flexible work style and ability to support a collegial workplace
- Excellent written and verbal communication skills
- High proficiency in project management software, Microsoft Office, and Google Suite

Salary range and benefits package: highly competitive.

**How to Apply**

If interested, please send a cover letter, resume, and salary requirements to [recruiting@results4america.org](mailto:recruiting@results4america.org), subject: "Senior Manager, Economic Mobility – Your Name". Please note that your cover letter should be no longer than one page and specifically detail your interest in this position.

*Results for America is an equal opportunity employer and actively encourages people from minority groups and diverse backgrounds to apply for positions within our organization.*