



RESILIENT CODERS REGIONAL DIRECTOR (PA)

[Resilient Coders](#) is a highly competitive, free and stipended not-for-profit coding bootcamp. We train young adults of color from low income backgrounds in software engineering, and connect them with jobs as such. We do this because we believe in social justice through economic empowerment; and we understand that we all have a moral and economic imperative to create pathways to automation-resilient careers in our Black and Latinx communities. We're looking for a Regional Director for each of our new cities as we continue our national expansion this year. You will be working closely with (and reporting directly to) the Executive Director.

1. Part of this is a **sales** role: You're building up a coalition of employers who commit to hiring from Resilient Coders. We'll grow at the rate at which we're able to accrue those employer partnerships. You're responsible for closing as many commitments as we have students, every cohort, and joining the Executive Director in making growth projections for future cohorts.
2. Part of this is a **relationship building** role. You represent Resilient Coders in the spaces and communities we want to be operating in. You have the interpersonal skills to establish and foment relationships in corporate and nonprofit worlds. And you have the communication skills, both written and oral, to adequately and equitably represent our students.
3. Part of this is a **fundraising** role. Donors and philanthropic organizations are a part of your coalition.
4. This will become a **leadership** role, as we grow our presence in your city. You will also be convening a local Advisory Board, and managing those relationships

The successful candidate...

- Can point to a strong track record of success in sales, business development, or relationship management. We're open to candidates that have not been salespeople, as long as they have analogous experience closing "deals" of some kind.
- Is a good, empathetic, and human-centric manager.
- Can speak to the systemic barriers that preclude nonwhite people from entering and advancing through the workforce at a level that is commensurate with their skills.
- Is a storyteller, with excellent written and verbal communication. Can "close" me on something.
- Can get people excited about the work we're doing
- Has experience defining, tracking, reporting KPIs or other metrics pertaining to project management
- Has experience prospecting, forecasting, closing, and in ongoing relationship management and cultivation.
- Comfortable in a perpetual state of startup, which means being comfortable doing everything, from strategy to making calls

We are, first and foremost, a community of activists. Our work is rooted in history, social justice, and empirical evidence. We hire really, really, really well. Our team is an exceptional group of fighters who act with a sense of urgency, as though the economic wellness of their neighborhoods is under threat. We see Resilient Coders as a vehicle towards a bigger movement. We're open to candidates with criminal records, and indifferent to whether or not you have a college degree. **Please send your resume to hire@resilientcoders.org and tell us why you're right for this role. In the subject line, please include the initials of our Executive Director along with the position you're interested in.** We may invite you to respond to a brief online survey in lieu of a phone screen. We do regret that we're unable to respond to all applicants. Resilient Coders is an equal opportunity (EEO) employer. We hire without regard to age, color, disability, gender (including gender identity), marital status, national origin, race, religion, sex, sexual orientation, veteran status, or any other status protected by applicable law.