



## Vice President, Workforce Development Services

### OVERVIEW

Do you want to join a dynamic team in helping change lives through the power of work? Goodwill Central Coast, the largest social enterprise on the Central Coast, seeks a Vice President of Workforce Development Services. This executive role reports directly to the CEO and will lead our strategy to leverage our social enterprise to help people achieve their own goals and advance towards economic independence.

Goodwill operates many vocational programs that help people gain skills, advance their careers, and reach economic self-sufficiency. We partner with several funders to deliver services in all three counties (Santa Cruz, Monterey, San Luis Obispo) to help people become successful and reach their own goals.

The right candidate will have a passion for economic justice and senior level experience leading workforce services. We are looking for someone with a background in asset-building strategies, grants management, and resource development. This leader will be a strong writer, an excellent speaker, and will implement the vision and directives of our strategic plan.

Goodwill is a great place to work. We offer competitive pay and a full range of benefits. You will also get to work with great people while helping your neighbors become successful.

If this sounds like a good opportunity for you, see the job description and qualifications below.

### DUTIES

*Summary:* To provide leadership and oversight of the workforce service programs in Santa Cruz, Monterey and San Luis Obispo Counties. Ensure that quality services are developed and maintained that fulfill our mission within budgetary plans.

- Lead, create, and implement strategic development plans for a comprehensive array of vocational services, career advancement programs, and asset-building initiatives designed to meet our communities' needs.
- Oversee and manage all federal, state and local contracts including outcomes performance, financial performance, quality assurance systems, and contract negotiations.
- Leverage and create partnerships in the community including community service agencies, employers, government entities, and other partners to grow our programs and enhance mission services outcomes.
- Develop third party funding sources to maintain and support program growth, including government contracts and private funding.
- Develop, control and evaluate department's fiscal status in keeping with agency budget and contract budgets.

- Supervise, develop and train a professional vocational service staff to meet the agency goals and objectives.
- Collaborate across departments to implement Goodwill's strategic plan, enhance mission-integration, and ensure programs, policies and procedures are in compliance.
- Serve as primary leader responsible for CARF accreditation.

## **QUALIFICATIONS**

- Master's degree preferred in business, human services, public administration, social work, or related field. Bachelor's degree with commensurate experience will be considered.
- Minimum 10+ years in progressive senior leadership positions overseeing workforce, human services, or social impact initiatives.
- Experience in grants management systems and outcomes reporting.
- Ability to fundraise and develop grant proposals.
- Proficiency in public speaking, outreach and partnership development.
- Passion for economic mobility, justice and inclusion.
- Ability to develop training and provide professional development opportunities for staff.
- Ability to solve strategic and practical problems and deal with a variety of concrete variables in situations where only limited standardization exists.
- A desire to use Goodwill's brand to change the world.

## **LOCATION**

Salinas, CA

## **PAY RANGE**

\$100,000+

Please apply at

<https://www.paycomonline.net/v4/ats/web.php/jobs/ViewJobDetails?job=9433&clientkey=E2BEE63A213BF60693542C3A9ECF6B54>