



Manager, Social Enterprise Programs
\$48,000 - \$55,000 per year, depending on experience
Full Time (37.5 hours per week) 1-year contract with renewal funding dependent
Vancouver

Tides Canada is dedicated to a healthy environment, social equity, and economic prosperity for all Canadians. We bring giving, investing and doing under a single roof so that we can accelerate positive change, achieve greater impact and advance solutions across Canada. Tides Canada's shared platform provides governance, human resources, financial, and grant management for Binners' Project.

Binners' Project, a project on Tides Canada's shared platform, fosters the social and economic inclusion of waste-pickers (binners), builds community resilience and stronger networks, and focuses on urban sustainability. Binners' Project is a charitable initiative with social enterprise programs that provides low-barrier employment and capacity building to over 150 marginalized individuals.

Through our programs, which are run in Downtown Eastside Vancouver, we empower binners as part of the local economy - building a community from the bottom up. We provide job skills and income opportunities for people with traditional barriers to employment in the Downtown Eastside. The social enterprise programs are made up of 1) public waste education at events and 2) back-of-house waste sorting.

The key objectives of these programs include:

- community and capacity-building;
- raising awareness;
- and providing employment programs.

Position Overview

Reporting to the Project Director, the Manager, Social Enterprise Programs is a key resource for Binners' Project's development and social enterprise programs strategy support. The manager's main objectives are to lead social enterprise partnerships growth, and develop a streamlined pipeline for our social enterprise programs' development. This will be a results driven role whereby the Manager will be responsible for meeting quarterly/annual development targets, deliver pitches to a variety of prospective partners, and facilitate partner feedback.

This is a role for someone who has social enterprise development experience, preferably in a nonprofit/social enterprise sector, or someone who is interested in working in non-traditional fee-for-service work in generating income in people with barriers to traditional employment. It is a great role for someone who has an analytical mindset, is energetic but organized, and a great networker with excellent soft skills.

Specific Duties/Responsibilities:

Social Enterprise & Partnership Development

- Receive and respond to all prospective partners for Binnerns' Project's social enterprise programs
- Create, edit and work collaboratively with the operations team and the community leads to respond to requests for proposals for work for the Binner's team
- Build and refine development materials including print and online
- Seek new partnerships, including generating interest, attending networking events and driving initial contact with prospective partners
- Partnership development at advisory committee levels, on social procurement, and other local relevant events
- Manage and improve systems tracking; including metrics, partner feedback, and work closely with operations team to ensure operations tracking systems are running smoothly
- Inform strategic direction of social enterprise programs, including monthly/annual growth targets, partner-specific approaches, and coordinated efforts to provide consistent and positive delivery of our programs in an emerging industry

Communication for the Social Enterprise Programs

- Build and refine communication materials including print and online, working closely with the communications manager
- Proactively come up with communication strategy to showcase the impact that the programs have - working closely with the communication manager

Finance

- Draft funding proposals that will support the social enterprise programs
- Tracking grant reporting deadlines in tandem with fundraising team
- Supervise invoicing operations, including ensuring invoice matching with quotes and sales records, tracking AP/AR and quarterly reviews of outstanding ARs
- Bi-monthly: prepare social enterprise programs finance report out, tracking health and revenues for the Project Director

Operations

- Provide logistics support to Binnerns' Project team when on site, as required
- Attend 3x per month binnerns meetings on Tuesday evenings

Requirements

- 2+ years working in a business development for social enterprises and/or fee-for-service programming or a similar environment
- 2+ years working in program-related finance administration, with business finance & growth metrics/targets experience

Our Ideal Candidate

- Organised, pragmatic, and autonomous: displays a high level of initiative; thriving in an entrepreneurial culture and lean methodologies
- Enjoys building tools, improving systems and new approaches to recurring problems
- A collaborator: someone who enjoys working in a team, getting feedback, and continually developing approaches/ideas/systems

- A natural networker: someone who is comfortable and enjoys speaking with people in a diversity of roles
- Has a social mind: someone who can work alongside people from diverse backgrounds and understands the culture of Binners' Project
- You can pitch an idea to a Vice President or CEO one day, and be a boots-on-the-ground facilities supervisor another day
- A high tolerance for ambiguity and the ability to manage change with an action-oriented drive – must thrive in a dynamic environment
- Detail oriented and commitment to excellence, especially in challenging situations

Compensation Package

- Salary: \$48-55K per year - negotiable based on experience
- one-year contract, with renewal funding dependent

Binners' Project values the diversity of the people it works with and serves. We foster a work environment in which individual differences are recognized, appreciated, respected and responded to in ways that fully develop and utilize each person's talents and strengths.

Application Process

Please apply by sending a cover letter and your CV to info@binnersproject.org. Please note that interviews and selection will be **on a rolling basis**. Applications will be accepted until the position is filled.

In your cover letter, please provide answers to the below:

1. Why do you want to work with the Binners' Project team? (150 words max)
2. Tell us about the skills you have that will enable you to get the job done.

For more information about the Binner's Project and Tides Canada, please visit: <https://www.binnersproject.org/> and www.tidescanada.org/ourprojects. As Binners' Project is a project of Tides Canada, the selected candidate will be an employee of Tides Canada. Tides Canada is committed to creating a diverse environment and is proud to be an equal opportunity employer. Tides Canada will provide accommodation during all steps of the hiring process, upon request, to applicants with disabilities. Please advise us if you need any accommodation. Our sincere appreciation to all those who express interest in the position, however, only those applicants invited for an interview will be contacted. We will accept applications until the position is filled. No recruiters please.