

Job Description Release Date: 6/14/2018

Business Development Associate for Art Restart (Part-time)
The Gathering Place

The Opportunity:

Are you passionate about making an impact on the Denver community? Art Restart is a social enterprise of The Gathering Place (TGP), Denver's only day-time drop-in resource center for women, children, and transgender individuals experiencing poverty, some of whom are homeless.

Art Restart works with local women artists who are members of TGP to help them earn money through the sales of their art. Through sales of greeting cards, prints, postcards, and more products to come, you will have a chance to help our artists earn more money and ultimately help them on their way to financial independence.

Your goal is to increase sales, driving financial growth through strong relationships with new, long-term customers.

What you'll do:

- Spend 20 hours a week making a difference in the life of our artists
- Be the first point of contact for many new customers
- Spend most of your time on new business acquisition by identifying and targeting new markets and customers
- Help develop and execute a sales strategy through online, phone, email, networking, events, and other channels
- Manage Art Restart's social media presence, conducting campaigns to promote our brand and increase sales
- Provide feedback on marketing materials
- Deliver outstanding customer service to potential customers
- Represent Art Restart and The Gathering Place at pop-up shops
- Other responsibilities as they arise

What we'll do for you:

- Offer a chance for you to change the world!
- Give you an opportunity to be part of a growing social enterprise that is making an impact on Denver women artists who are experiencing poverty
- Provide an engaging, challenging, and inspiring role that will use your amazing talents and advance your skills
- Listen to your ideas and implement ones that align with our mission and resources
- Allow for flexibility of schedule within your 20 hours/week (please keep in mind that there may be some evening/weekend work: about two-three evenings or weekends a month during September – December then about one evening/weekend a month)
- You'll collaborate with and report to Teresa Densmore, Director of Art Restart, to develop strategies for new customer acquisition

Who you are:

- A passionate person, eager to change the world

- A born storyteller (through print and spoken word), excited to tell the stories of our artists to potential customers
- Positive, optimistic, rarely letting a “no” get you down
- A self-starter with an ability to work in a collaborative entrepreneurial environment with high quality expectations
- A salesperson at heart, with a strong history of success
- A creative and resourceful thinker
- Super organized and reliable
- You encourage feedback and are eager to implement changes to produce the best possible product
- You have at least one year of experience in direct sales
- You have at least one year of experience in managing customer relationships
- You have a bachelor’s degree in sales, marketing, business, or a related field, (or at least four years of relevant experience in lieu of a degree)

Recent PR:

To learn more about what we’ve been doing, view some of our press:

- <https://www.youtube.com/watch?v=Oe43qmgxSEk&feature=youtu.be>
- <http://www.denverpost.com/2017/07/19/the-gathering-place-gallery-exhibition/>
- <http://www.9news.com/life/heartwarming/women-fighting-poverty-participate-in-cherry-creek-art-show/459773354>

Travel:

Some travel within the Denver metro area may be required. Staff who use their personal vehicles for such travel must have a valid, current driver’s license recognized by the State of Colorado and carry personal auto insurance with minimum coverage amounts specified by The Gathering Place’s liability insurance carrier.

Compensation: Pay starts at \$15/hour, or more, depending on experience.

Hiring Process: First round is a phone interview; second round consists of an in-person interview; final candidate(s) will undergo a reference check. If you are offered employment, hiring will be contingent upon passing a criminal background check.

The Gathering Place:

We are a community of safety and hope where positive relationships, choice, and essential resources transform lives.

Guiding Principles:

- TGP serves women, children and transgender individuals who are experiencing homelessness or poverty.
- We believe in hope as an important change agent and hold that hope for everyone.
- We believe deeply in the power of community and continue working to develop it.
- Our key values include recognizing individual strengths, building respect and trust, and offering acceptance unconditionally.

Five Key Attributes for hiring at The Gathering Place:

- Positive and willing to learn
- Collaborative
- Open-minded and committed to diversity
- Provider of excellent customer service
- Dedicated to mission

To Apply:

E-mail resume and cover letter to: teresa@tgpdenver.org

Thank you for your consideration!

Teresa Densmore

Director of Art Restart

The Gathering Place is an equal opportunity employer and is committed to a policy of non-discrimination and equal opportunity for all qualified applicants without regard to race, color, gender, national origin, sexual orientation, religion, age, disability, gender variance, gender expression, marital status, citizenship, creed, ethnicity, veteran status, ancestry and any other protected classification. Applicants of any and all backgrounds are encouraged to apply.