

The **BALSA Foundation's Business Director** promotes entrepreneurship in underserved communities and develops relationships in the local business community.

About Us

[The BALSA Foundation](#) is a small, dynamic nonprofit run by volunteers passionate about promoting economic opportunity through entrepreneurship. The BALSA Foundation's mission is to promote social equity and prosperity in the St. Louis region by empowering first-time entrepreneurs to start and grow their businesses. Our BALSA Grant awards small cash grants, professional services, and mentorship to first time entrepreneurs who need and can benefit from it the most. This program is funded, in part, by our partners in the local business community.

Position Summary:

The Business Director's primary responsibilities are to lead business development efforts and serve as a liaison to the entrepreneurial and business communities. Business development includes communicating with existing partners as well as identifying new fundraising and in-kind sponsorship opportunities. This officer position involves a volunteer commitment of about 5 hours/week and includes membership on the BALSA Foundation Board of Directors. This is a great opportunity to build a strong professional network in the St. Louis business and entrepreneurial communities while making a real positive change in people's lives.

Responsibilities:

- Primary:
 - Develop and execute on a fundraising strategy in collaboration with the Executive Director targeting grants, corporate sponsorship, Foundation members, and the public,
 - Manage and solicit in-kind donors,
 - Identify and engage other local resources which the Foundation can utilize,
 - Serve as a liaison with the St. Louis business community.
- Secondary:
 - Assist with outreach, educational, and media events,
 - Serve as mentor to one or more finalists,
 - Assist the Foundation in day to day operations and strategic initiatives.

Requirements:

- Passionate about helping entrepreneurs from underserved communities,
- Enthusiastic about promoting entrepreneurship and business development,
- Desire to develop networking skills and develop a Saint Louis network,
- Experience in business (e.g sales, business development, strategy), management (e.g. product/project management), or fundraising desired.

Contact Us:

If you find this interesting or know someone who does, we'd love to talk to you. Please contact the BALSA Foundation Executive Director Gabriela Ramirez-ARellano at gabriela.ramirez.arellano@balsafoundation.org