



Business Development Consultant

Position Summary:

Youth Radio seeks a resourceful, self-directed, and highly-driven business development analyst for [Teach Youth Radio](#), Youth Radio's online learning resource division that develops toolkits, bootcamps, professional development opportunities, and convenings for teen storytellers and their mentors nationwide.

Headquartered in Oakland, CA, Youth Radio is a one-of-a-kind, youth-driven production company that serves as NPR's Youth Desk, and through a variety of outlets, reaches audiences in the tens of millions. YR is the winner of multiple journalism honors including the Peabody, Columbia-Dupont, Kennedy, Murrow, and White House Awards.

Position Responsibility:

- Assess Youth Radio's existing TYR tools and services to determine value and future growth potential.
- Produce a market scan to identify trends, models, target partners, and opportunities for revenue generation.
- Research the needs of Youth Radio's own national network of high school and college age correspondents, partner youth media organizations, as well as classroom teachers and school districts.
- Develop a plan for monetizing and increasing the reach of TYR tools and services.
- Create and implement a system for tracking TYR analytics and usage.

Required Skills, Abilities, and Knowledge:

- Expertise developing, marketing, and/or selling educational tools and services
- Excellent communication, organizational, and presentation skills
- Experience creating marketing scans and plans to guide strategic product launches
- Proven ability to coordinate projects with lots of personalities and moving parts
- Ability to make compelling and memorable marketing materials
- Success developing strategic partnerships

Position & Compensation:

This is a part-time contract position that will work alongside a team at Youth Radio that includes veteran educators, curriculum designers, researchers, journalists, and youth producers. Hourly compensation will be awarded commensurate with experience.

Requirements:

- Cover Letter
- Resume

Contact:

Please send requirements to hr@youthradio.org. Please put "Business Development Consultant" in subject line. No calls please. Youth Radio is an Equal Employment Opportunity and Affirmative Action Employer. Qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender perception or identity, national origin, age, marital status, protected veteran status, or disability status.