OPEN POSITION
Director, Philadelphia Anchors for Growth and Equity

Overview

The Economy League of Greater Philadelphia is seeking an entrepreneurial, team-oriented professional with program management experience to direct the Philadelphia Anchors for Growth and Equity (PAGE) program. The PAGE Director will manage all activities associated with implementing the PAGE initiative. This is a full-time leadership position.

About the PAGE initiative

Philadelphia Anchors for Growth and Equity (PAGE) is a partnership between the Economy League, the City of Philadelphia and more than a dozen Philadelphia-area eds-and-meds anchor institutions that works to increase local purchasing by large institutional buyers to grow Philadelphia businesses, strengthen the local economy, create jobs, and build wealth.

Today, the 34 universities and hospitals in Philadelphia together spend $5.3 billion annually on goods and services, but about half of this sum is currently spent outside of Philadelphia. Analysis of the local business landscape suggests that at least $530 million currently spent outside of the region aligns with local supply. Capturing just a fraction of this half-billion-dollar annual opportunity would translate into thousands of new jobs and growth for many local firms. PAGE works with anchors to understand their supply chains, remove barriers to local and diverse business participation, and engage major institutional suppliers in local purchasing work. PAGE has helped to foster a high degree of cooperation, commitment, and trust among the major institutions.

PAGE Director Responsibilities

- Provide high-level strategic direction to the PAGE initiative, manage program budget and day-to-day operations.
- Manage existing relationships with senior leaders and procurement staff at participating hospitals and universities; cultivate new relationships in adjacent departments (e.g. information technology, facilities) and with major anchor suppliers.
- Manage collection and analysis of procurement data to understand anchor purchasing patterns, assist with goal setting, identify target industries for PAGE, and publish white papers based on these findings.
- Work with the PAGE Business Engagement Manager to maintain and grow the PAGE database of local suppliers.
- Plan and organize the annual PAGE summit and quarterly industry-focused matchmaking events to create opportunities for anchor institutions and local businesses to connect.
- Establish and manage new organizational partnerships with peer organizations and nonprofits in order to share best practices, co-host events, share supplier data and ensure that PAGE is an equitable and inclusive initiative.
- Supervise and direct the PAGE Business Engagement Manager and PAGE interns; attract additional staff resources as needed via internship programs, university partnerships and other in-kind support providers.
- Collaborate with Executive Director on writing grant proposals, responding to RFPs, cultivating new anchor members, soliciting sponsorships, and engaging in other forms of fundraising.
- Represent Economy League and PAGE at conferences, City Council hearings, board meetings and other public-facing events.

Candidate Qualifications

- Demonstrated experience in program management, including ability to prioritize and multitask.
- Experience managing multiple stakeholders across institutions.
- Strong analytical, data management, and negotiation skills.
- Excellent interpersonal skills, including collaboration, team building, problem solving, listening and relationship building.
- Background in procurement, supplier diversity and/or “Buy Local” work a plus.

Job Type
The PAGE Director position is a full-time leadership position. Compensation is commensurate with experience.

To Apply
Please send resume and cover letter to jobs@economyleague.org. No phone calls, please.