



new destiny  
housing

## Manager of Housing Partnerships

Job Description

November 2020

Founded in 1994, New Destiny Housing Corporation is a New York City non-profit with the mission of ending the cycle of violence for low-income families and individuals at risk of homelessness and domestic violence by connecting them to safe, permanent housing and services. To achieve our mission, we build and manage permanent, affordable housing with on-site services; offer innovative programs that empower domestic violence survivors to find and retain affordable housing; and educate and advocate to expand access to permanent housing resources for low-income families.

Since 1994, New Destiny has developed 16 residential projects. It currently owns and manages seven rental projects housing 500 adults and children and two shelters. Three additional service-enriched affordable rental projects are under development yielding an additional 183 units for domestic violence survivors in shelter.

In addition to developing new buildings, New Destiny incubated **HousingLink** an innovative citywide program that provides a continuum of services to prevent or reduce shelter use and support housing stability for low-income domestic violence survivors and their children. In collaboration with five borough-based Family Justice Centers, HousingLink connects domestic violence survivors with apartments across the five boroughs. HousingLink provides skill-building workshops and technical assistance to domestic violence survivors and their advocates to help them overcome obstacles related to finding and maintaining safe housing and increase their knowledge of permanent housing options.

New Destiny has created a new position to greatly expand the number of survivors the HousingLink team can house each year. The **Manager of Housing Partnerships** will develop a new cohort of landlords and property management firms who are able to increase HousingLink's capacity to house domestic violence survivors and develop a plan to manage and strengthen existing landlord partnerships. The qualified candidate will report directly to the Director of HousingLink.

### RESPONSIBILITIES

#### **Partnerships**

- Develop and implement annual outreach plan with targeted list of prospective partners and organizations.
- Attend meetings/conduct presentations with landlord trade organizations, boards of realtors, borough and neighborhood-based entities and with other relevant meetings and conferences.
- Identify point person(s) with each partnership and build productive relationships with these contacts, including frequent phone and, post- COVID-19, in-person meetings.
- Develop and maintain relationships with government partners to identify opportunities for new pipelines of housing for New Destiny clients.
- Create print and digital marketing materials that highlight HousingLink achievements and benefits to landlords, brokers and property management companies.

- Pursue and encourage landlords to modify their Tenant Selection Plans to create more housing opportunities for HousingLink applicants.
- Maintain and enhance existing partnerships to ensure a steady, continuous flow of appropriate affordable housing units.
- Problem-solve partnership coordination issues.

### **Programs**

- Working with the HousingLink Director, create a tracking and rapid response system for connecting HousingLink clients with housing.
- Represent the organization and its programs in meetings with agencies, other organizations and the general public.
- Educate and advocate for recognition of domestic violence as a major contributor to family homelessness and for programs and policies to address and reduce it.

### **Fundraising**

- Work with the Executive staff as needed to support New Destiny's fundraising efforts.

Other responsibilities as appropriate.

### **QUALIFICATIONS**

- Bachelor's degree is required. Master's degree preferred.
- Minimum of 5 years work experience in affordable housing or related field is required.
- Strong existing relationships within the New York City affordable housing community is desirable.
- Expertise in rental subsidies and leasing guidelines for affordable/supportive housing required.
- Ability to identify, address and resolve concerns for landlords/leasing partners is critical.
- Other requirements include excellent speaking and writing skills, sound judgment and professionalism, tenacity and commitment, and the ability to work independently and take initiative.

New Destiny is an equal opportunity employer. People of color and lesbian, gay, bisexual, and transgender people are strongly encouraged to apply. Salary commensurate with experience. Excellent benefits.

Email resume and cover letter to New Destiny at [resumes@newdestinyhousing.org](mailto:resumes@newdestinyhousing.org) including "Manager of Housing Partnerships" in the subject line.