



# HealthForce Partners

## Northern San Joaquin Valley

### **Industry Partnerships Manager – Nursing** ***Stanislaus, Tuolumne and Calaveras Counties***

#### **Job Summary:**

Under general supervision this employee works for HealthForce Partners Northern San Joaquin Valley (HFP) and serves as a direct link between HFP, Modesto Junior College (MJC), Stanislaus State University and industry partners in Stanislaus, Tuolumne and Calaveras Counties, respectively, with likely engagement beyond these three counties as well. This position is responsible for aligning employer partners throughout the region to provide clinical placement and employment opportunities for MJC Nursing Program students, and for collaboration with MJC and Stanislaus State on the ADN to BSN pathway. This position will work closely with Chief Nursing Officers and Human Resources Directors at partner employers, MJC administrators and faculty, and HFP leadership in building and maintain a robust network of placement opportunities for nursing students. This role is also directly involved with MJC nursing students, helping to guide and mentor them through the Associate’s Degree in Nursing program and into work-based learning opportunities.

#### **Duties:**

- Serve as a program manager for student mentorship and industry partnerships to help prepare nursing students for careers in the local healthcare sector.
- Act as a spokesperson and advocate for nursing careers and pathways by speaking with high school students and families, incumbent healthcare workers, and at local job and industry fairs, either independently or in collaboration with MJC, workforce development, and employer partners.
- Collaborate with employers on upskilling opportunities for incumbent workers seeking to enter the nursing profession via MJC’s Nursing program.
- Work with individual students as they matriculate toward Associate’s Degree in Nursing and enter their clinical placements.
- Work to expand and maintain a network of employer sites for clinical placements of MJC nursing students; collaborate with nurse leaders and human resources leaders at those sites.
- Maintain a solid working knowledge of all the rules, regulations, and requirements that apply to clinical experience for nursing students.
- Administer scholarship awards process for eligible MJC Nursing graduates matriculating to Stanislaus State BSN program.

- Track and report on student backgrounds and success measures, to include demographic and socioeconomic data, matriculation and graduation rates, NCLEX passage rates, and employment post-graduation.
- Fulfill other duties as assigned.

**Minimum Job Requirements:**

- Associate's Degree in Nursing or equivalent training or education.
- Three years of relevant experience working with students and employers in a relevant healthcare discipline.
- Excellent communication skills, both verbal and written.
- Ability to develop, plan and implement short- and long-range goals.
- Organized, detail oriented, self-starter able to work with minimal supervision.
- Demonstrated ability to work with culturally diverse populations.
- Experience and enthusiasm for working with and supporting students.
- Reliable transportation.

**Knowledge, Skills and Abilities Preferred:**

- Bachelor's Degree in Nursing or Healthcare Administration, or equivalent training or education.
- Experience as a practicing nurse and/or nurse educator.
- Experience mentoring students either in the workplace or in an academic environment.
- General knowledge of education systems, healthcare careers opportunities, community-based and social networks and resources.

**Compensation:**

This is a full-time, salaried position with a starting salary range of \$82,500 to \$87,500. Available benefits include medical, dental and vision plan participation, retirement savings, and vacation and sick leave accrual.

**Other:**

- Grant funding is project-based and two years in length, with possibility of renewal or sustainability via other funding sources.
- Position requires a flexible schedule (some evening and weekend work).