Strategic Business Advisor (SBA) – North Central

Who We Are

NWIRC is a not-for-profit manufacturing extension partnership dedicated to strengthening and advancing manufacturing in Northwest Pennsylvania. We work directly with manufacturers to improve their competitiveness through consulting, training, technology adoption, and strategic growth initiatives.

Position Overview

The Strategic Business Advisor (SBA) serves as a trusted partner to manufacturers within a defined territory. This highly autonomous, field-based role blends business development, client engagement, and project oversight, supporting manufacturers from initial discovery through project completion. NWIRC is currently seeking a Strategic Business Advisor to serve manufacturers located in Clearfield, Jefferson, Elk, McKean, and surrounding counties in Pa.

Who You Are

You are a highly motivated, relationship-driven professional with exceptional communication and business development skills. You thrive in a self-directed environment and enjoy collaborating with executive-level manufacturing leaders to understand their needs, clarify business goals, and identify practical solutions. You are comfortable establishing and developing relationships with key regional partners, including workforce development organizations, economic development agencies, and other manufacturing ecosystem stakeholders, to expand opportunities for manufacturers. You take ownership of engagements from discovery through project completion, ensuring successful outcomes for our manufacturing clients while advancing NWIRC's mission, objectives, and performance requirements.

Key Responsibilities

- Identify and engage manufacturing companies through outreach, referrals, networking, and events
- Conduct discovery conversations to understand business challenges and opportunities.
- Build long-term, trust-based client relationships.
- Manage engagements from needs assessment through project completion.
- Maintain accurate Salesforce CRM records and outreach plans to support pipeline management, reporting, and team coordination.
- Establish, maintain, and grow strategic relationships with workforce development partners, economic development organizations, educational institutions, and other regional stakeholders to support client success, referral generation, and collaborative initiatives.

Qualifications & Skills

- Highly motivated self-starter with a strong internal drive to exceed goals.
- Proven ability to work independently and self-direct in a field-based role.
- Results-oriented mindset with persistence, accountability, and follow-through
- Excellent communication, organization, and relationship-building skills
- Proficiency with Microsoft Office and CRM systems; Salesforce preferred.
- Experience in manufacturing, industrial services, or B2B consulting desired.
- Business development or account management experience is a plus.
- Comfort engaging owners, executives, or plant leadership.

Travel & Requirements

Valid driver's license required. Ability to travel daily within Clearfield, Jefferson, Elk, McKean, and surrounding counties in Pennsylvania is required, and at times within NWIRC's 13-county service region, with minimal out-of-state travel.

Why Work With Us

You will be working within a dynamic team that is mission driven and passionate about providing high-value impact results for a diverse manufacturing client base representing powdered metal, medical device, plastics, automotive, industrial machining, food & beverage, electronics & computer components, and consumer goods industries. Additionally, we offer:

- Comprehensive benefits package including 403(b) retirement plan.
- Participation in a performance-based incentive plan.
- Opportunity for professional growth.

Contact

Qualified candidates are to send their resume and an introductory email highlighting relevant experience for the position by November 13th, 2026, to: Mike Griffith, Chief Growth & Technology Officer at mgriffith@nwirc.org. Please direct all inquiries about this opportunity, including requesting further detailed description of essential job function, to the same.

Equal Opportunity Employer

NWIRC is committed to and affirms a policy of equal employment opportunity to all applicants, employees, and students without regard to race, color, religion, sex, sexual orientation, age, national or ethnic origin, disability, genetic information, and gender identification.