

HBS LEADERSHIP FELLOWS EXAMPLES OF PAST SUCCESSFUL PROPOSALS

(Names of organizations have been anonymized)

EXAMPLE #1

Org description: [Organization] drives transformation of the American workforce and education systems to achieve equitable economic advancement for all. We partner with corporations, governments, investors and entrepreneurs, educational providers, nonprofits, and public workforce systems to design, scale, influence and invest in this change. For almost # years, Amazing Organization has worked across sectors to achieve improvement in labor market outcomes for youth and adults, particularly for people who earn low wages and people of color—often emphasizing Black, Latinx, Indigenous, and underrepresented AAPI individuals. We design and refine leading-edge education and workforce solutions, scale programs through national coalitions and networks, influence federal and state policy as well as employer and industry action, and invest capital to incubate new solutions and accelerate innovation. We work with partners to catalyze impact across the entire ecosystem of work and learning, from postsecondary institutions to workforce boards, from tech startups to community-based nonprofits, from large corporations to government agencies, and from philanthropists to policymakers. Our work is supported by more than # unique funders, including grants and contracts from X, Y, and Z.

Excerpt from Job description: The Director, Strategy & Growth will join the Strategy & Growth (S&G) team which is responsible for formulating org-wide and practice area strategy while leading strategic growth planning and large-scale growth partnerships including mergers, joint ventures, and cross-cutting strategic partnerships as well as our impact framework initiatives. The position will be an integral part of the S&G team to accelerate strategic growth and impact and to partner with our Solutions Group to realize new opportunities across our Education, Employer Mobilization, Workforce & Regional Economies, Lifelong Learning and Climate Innovation practices. Over the course of the fellowship year the Director will own several key projects in support of the team's priority areas, including at least one that is cross-sector and will engage multiple stakeholders. The Director will rely heavily on market research and analysis, complex partnership and deal making including new revenue model frameworks, while working with senior leadership on identifying new strategic growth partnerships, lines of practice and impact at scale. The role will require exceptional communication, analytical, and presentation skills and will require the candidate to have competency in business model and planning, marketing, industry, vertical research and analysis, partnership building and execution, and strategic growth planning.

EXAMPLE #2

Org description: [City] is a unique and growing urban community of # residents and is the second largest city in [State] with an annual operating budget of \$#M and over # full-time employees. Our community is diverse, with #% of residents identifying as people of color and #% of residents' home language is a language other than English. The city stands out as a hub of innovation and is home to XX University, and an increasing number of high-tech start-ups. The tech corridor has been called "the most innovative square mile on Earth," and has led the country in several inventions and innovations in health care among other industries. [City] has access to significant resources but is confronting similar challenges as other urban centers – rising housing costs, climate change, sustainable transportation, homelessness, and persistent economic and racial inequities. The City Council and City leadership are committed to being a leader on issues of equity and sustainability and creating a city that works for everyone.

Excerpt from Job description: Reporting directly to the City Manager, the Special Assistant will be part of the Executive Office Senior Leadership Team. In addition to day-to-day administration of the City, the Executive Office helps to advance City Council goals, including housing, homelessness, climate change, safe and sustainable transportation, and equity and inclusion. The Special Assistant will work across a portfolio of key strategic initiatives identified by the City Manager as high priorities for the Executive Office. This could include operational projects focused on improvements in performance and resident satisfaction, to strategic projects focused on restructuring major initiatives to better define goals and key initiatives. This work will involve collaborating and building trust with senior city leaders and staff, while bringing management insight, data, and project management to our projects.