



The Small Business Development Center – Lynchburg Region is hiring two part time Business Advisor Positions. Both opportunities would require 10 – 20 hours per week and have flexible scheduling, though the bulk of the hours would be during the standard business day. These positions are anticipated to begin around January 4, 2022.

You are a great candidate for one of these positions if you:

- Work for yourself as a creative, landscaper, artist, stylist, financial advisor, restaurateur, consultant, rock band manager, attorney, jam maker, technology specialist, event planner, export manager, sommelier ... so, basically, if you're an entrepreneur, of any stripe!
- Respect and celebrate the diversity of people who own and who want to own businesses in our community.
- Know that the successes and challenges of small businesses in our community depend on lots of factors including owner readiness, availability of capital, market, and support systems.
- Have empathy for people in challenging moments (like running or starting a business).
- Love to learn about industries and processes other than the one you know best.
- Are open to talking to a crowd!

It's not set in stone, but these are general ideas for both positions. Talents and ideas that aren't covered here are also welcome.

**An Advisor for Funding and Planning.** The role of the Advisor for Funding and Planning is to provide guidance to SBDC clients on issues of capital access, budgeting, and cash flow for small business. Advisors will be expected to counsel small businesses on best practices for the financial statements of loan applications, investor pitches, or other funding applications. Other advising areas will include basic start-up, business taxes, and other related topics. This Advisor might have previous experience leading their own business through these situations or may have been in banking, accounting, or finance. Leading and facilitating training programs on these topics would be a plus!

**An Advisor for Customer Development and Marketing.** The Advisor for Customer Development and Marketing will help SBDC clients understand how to develop their brand and find the right customers. This could mean that you have experience doing this in your own business, or you

have worked in the marketing industry. Other advising might include technical assistance with digital media for small businesses, general start up, and other issues. A willingness to lead training on these topics would make it a complete package.

You can find more about the SBDC – Lynchburg Region, the Virginia SBDC Network, and the Lynchburg Regional Business Alliance. You can also see us bragging about our amazing programs for entrepreneurs at our Facebook or Instagram Pages. You should also take look at Create Virginia to see how we support independent artists and creativity in Virginia though one of our popular events. The SBDC supports an important part of the economic development, growth, and prosperity of our region. We are funded through a cooperative agreement with the United States Small Business Administration and George Mason University, with support from GO Virginia, and are hosted at the Lynchburg Regional Business Alliance.

Here are the links you need to better understand what we do:

<https://sbdclynchburgregion.org/>

<https://www.viriniاسبdc.org/>

<https://www.lyncburgregion.org/>

<https://www.createvirginia.com/>

**Please submit your resume and a brief cover letter to [drowland@lynchburgregion.org](mailto:drowland@lynchburgregion.org) with the subject line: SBDC Position. Interviews will begin as soon as possible, and the positions are open until filled. NO CALLS PLEASE**