

06.01.2026 - ahk-all

# Manager, Business Development (Apprenticeship Programs) - AHK USA Chicago (GACC Midwest)

- ⌚ Vollzeit/Teilzeit: Fulltime
- ➡ Befristet: Nein
- 📍 Einsatzorte: Chicago

Bewerben Sie sich unter:

<https://german-american-chambers-of-commerce.breezy.hr/p/f165ff6aea4f-manager-business-development-apprenticeship-programs>

The German American Chamber of Commerce of the Midwest (GACC Midwest) promotes trade and investment between Germany and the United States. A core part of our mission is supporting companies in building sustainable talent pipelines through modern, employer-driven workforce development models. Our Apprenticeship Networks team works with US companies across the Midwest to design, implement, and operate German-style apprenticeship programs. These programs combine structured, paid on-the-job training at the company with related technical instruction delivered by partner colleges. GACC Midwest operates and manages the ICATT Apprenticeship Program (Industry Consortium for Advanced Technical Training) - a nationally recognized, industry-led apprenticeship model that supports companies in developing skilled talent while meeting US Department of Labor and state apprenticeship requirements.

As Manager, Business Development – Apprenticeship Networks, you will play a key role in expanding company participation in GACC Midwest's ICATT Apprenticeship Program across the Midwest. This role sits at the intersection of outreach, relationship management, and workforce development consulting. Your primary focus will be identifying and engaging prospective companies, guiding them through the apprenticeship onboarding process, and strengthening long-term relationships with existing network members. It is a consultative, relationship-based position suited for someone who enjoys structured outreach, long-term partnership building, and working within a mission-driven organization.

## Welche Aufgaben kommen auf Sie zu?

Business Development & Company Outreach (Approx. 75%)

- Proactively identify and engage prospective companies across the Midwest through targeted outreach, warm leads, referrals, and regional visits
- Serve as the primary point of contact for interested companies and consult decision-makers on the value and structure of the ICATT Apprenticeship Program
- Guide companies through the onboarding process, including program scope, timelines, documentation, and implementation steps
- Build and manage a structured outreach pipeline, ensuring consistent follow-up and relationship development
- Represent GACC Midwest and the ICATT Apprenticeship Program at employer meetings, industry events, and workforce development forums
- Identify growth opportunities, new markets, and strategic partnerships to expand the reach of the apprenticeship network
- Promote additional GACC Midwest services aligned with company needs (e.g., training programs, events, recruiting & consulting services)

Program Support & Relationship Management (Approx. 25%)

- Advise participating companies on apprenticeship implementation, including on-the-job training standards and apprentice recruitment strategies
- Coordinate with education partners (community colleges and training providers)
- Conduct regular check-ins with network companies and apprentices to assess progress, address questions, and identify future hiring or expansion opportunities
- Support client billing processes and coordinate with internal finance teams
- Maintain accurate documentation of all activities, communication, and program data in GACC Midwest's CRM system

Success Metrics

- Growth in the number of participating ICATT apprenticeship network companies
- Growth in the number of apprentices enrolled across the network
- Revenue growth within the ICATT Apprenticeship Program and related services
- Strength and retention of long-term company relationships

## Was sollten Sie mitbringen?

We are looking for a motivated professional who combines strong communication skills with a structured, reliable working style.

- 3+ years of experience in business development, B2B outreach, customer success, workforce development, or a related field
- Experience engaging decision-makers across multiple organizational levels
- Bachelor's degree in business, education, public administration, or a related field (or equivalent professional experience)
- Strong interpersonal and presentation skills; comfortable explaining complex concepts in a clear, practical way
- Highly organized, detail-oriented, and reliable in follow-through
- Comfortable working in a hybrid role that combines desk-based work with regional travel
- Interest in workforce development, education-to-employment pathways, or talent development
- Familiarity with the US apprenticeship or workforce development system is a plus; knowledge of the German apprenticeship model is an advantage
- Proficiency in Microsoft Office (Outlook, Word, Excel, PowerPoint) and CRM systems
- German language skills are a plus but not required
- Valid driver's license and willingness to travel within the Midwest (primarily daytime travel)

## Was bieten wir Ihnen?

At GACC Midwest, we believe that our benefits should make a difference - to you, your job, today and in the future. We are dedicated to supporting our most valuable asset, our employees!

- Team spirit instead of rigid hierarchies
- Competitive vacation policy, starting with 20 days, increasing with seniority up to 30 days
- 14 paid holidays including Martin Luther King Day, President's Day, Good Friday, Memorial Day, Juneteenth, Independence Day, Labor Day, Indigenous Peoples' Day, Thanksgiving Day, plus additional days around Thanksgiving and Year End
- Health insurance with multiple plan options and networks (BlueCross / BlueShield HMO, PPO, HSA) & Guardian dental and vision
- 401(k) matching with a competitive, discretionary employer contribution
- Company-paid Life Insurance + AD&D/additional voluntary life + AD&D (also for spouse and children)
- Wellness incentives: access to fitness center and complementary yoga classes
- Paid Parental Leave
- Company-paid Long-Term Disability
- FSA Health Care and dependent care
- FSA commuter (transit and/or parking)
- Goal oriented bonus plan
- Plus: Work from Home Policy, Flex-Time Policy
- We offer German classes in collaboration with the Goethe Institute

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We welcome and encourage diversity in our workforce. GACC Midwest is an equal opportunity employer and will consider all applications without regards to race, gender, age, color, religion, national origin, veteran status, disability, sexual orientation, gender identity, genetic information or any characteristic protected by law. Potential employees are subject to background checks.