# What Can I Do with This Major?

## Non-Profit Management and Social Entrepreneurship

<table>
<thead>
<tr>
<th>AREAS</th>
<th>EMPLOYERS</th>
<th>STRATEGIES</th>
</tr>
</thead>
</table>
| **Social Entrepreneurship in Business** | Sample organizations:  
- Love Your Melon  
- Change.org  
- BANGS Shoes  
- Helpsy  
- The Anchal Project  
- Paintbox Catering & Bistro  
- Grain4Grain | - Utilize the University of Baltimore’s Center for Entrepreneurship and Innovation (located in the Merrick School of Business) for support and assistance in growing your own enterprise  
- Take time to consider and develop your unique selling proposition (USP) for your business  
- Consider networking with UB alumni through LinkedIn and similar channels to gain insights into the field and to find potential partners for your business  
- Consider applying to the University of Baltimore Entrepreneurship Fellows Program to expand your education while building your business  
- Develop an idea of the problem you want to solve or address through your business and craft your plan around it  
- Recognize that this venture will likely involve risk-taking and a lot of hard work to get things started  
- Identify whether your goal and business will take a nonprofit or for-profit approach |
| **Global Affairs** | Baltimore Council on Foreign Affairs  
FTI Consulting, Inc.  
International Rescue Committee  
International Social Services, USA Branch  
International Youth Foundation  
Panagora Group  
Smithsonian Office of International Relations  
U.S. Department of Defense  
U.S. Department of State  
U.S. Department of Labor  
Valbin Corporation | - Look at local, national, and global companies  
- Be open to working abroad or moving around; rotational work  
- Network with UB Alumni via LinkedIn for success stories and career journeys  
- Think outside the box when looking for companies to apply to  
- Use different search terms to yield different search results when utilizing web-based search resources  
- Get an internship to gain some ground-level experience |
| Health Management | Black Mental Health Alliance for Education & Consultation  
HealthCare Access Maryland  
The Institute for Integrative Health  
Healthy Teen Network  
The Annie E. Casey Foundation  
Health Management Associates, Inc  
Sodexo  
Maryland Department of Health  
Chase Brexton Health Care  
Saint Agnes Hospital  
Healthcare for the Homeless FutureCare  
Johns Hopkins Medical | - Volunteer at local hospitals or health related non-profit organizations  
- Check local organizations for internship opportunities early in your career development  
- Network with UB Alumni via LinkedIn for success stories and career journeys  
- Use different search terms to yield different search results when utilizing web-based search resources  
- Consult faculty members who may have extensive professional experience in the field |
|-------------------|-------------------------------------------------|-----------------|
| General Management | Savan Group  
United States Department of Defense  
Department of Agriculture  
AVIAN  
U.S. Department of Treasury  
State of Maryland  
Department of Energy  
Defense Information Systems Agency | - Broaden your scope of employers as you could find different avenues for employment  
- Look at local, national, and global companies  
- Be open to working abroad or moving around; rotational work  
- Network with UB Alumni via LinkedIn for success stories and career journeys |
| Development | Jewish Museum of Maryland  
LifeBridge Health  
Thread, Inc.  
W.R. Grace & Co.  
Social & Scientific Systems  
Maryland Center on Economic Policy  
Baltimore Corps  
Buchanan & Edwards, Inc. | - Highlight projects during application/interview process; academic or professional  
- Find or create an internship opportunity in order to gain experience  
- Volunteer with a non-profit organization to get ground level experience  
- Look into locally for non-profits based on a mutual cause or mission |
| Fundraising | Greenpeace USA  
Heifer International  
Kennedy Krieger Institute  
Food for the Hungry, Inc  
Baltimore Symphony Orchestra  
Adventist HealthCare  
Mosaic Community Services  
Community Corner | - Highlight any customer service, outreach, or writing samples you may have during the application/interview process; academic or professional  
- Search local non-profits for grant writing, fundraising, community outreach positions  
- Volunteer with a non-profit organization to get ground level experience |
**Professional Associations (Non-Profit Management):**
Nonprofit Academic Centers Council (NACC)
Association for Research on Nonprofit Organization and Voluntary Action (ARNOVA)
Accreditation Council for Business Schools & Programs (ACBSP)
National Association of Nonprofit Professionals (NANPP)
National Council of Nonprofits (NCN)
Society for Nonprofits (SNPO)
Association of Fundraising Professionals (AFP)
Association of Certified Nonprofit Professionals (ACNP)
Young Nonprofit Professionals Network (YNPN)

**Prospective Job Titles (Non-Profit Management):**
Donor Relations Manager
Director of Foundation Relations
Director of Development
Executive Director
Business Development Manager
Sales Associate
Operations Manager
Finance Coordinator
Fund Development Officer

**Nonprofit Organizations:**
1000 Friends of Maryland
American Breast Cancer Foundation
Baltimore CASH Campaign
Center for Urban Families
Federal Hill Main Street Inc
Public Justice Center
Save The Children of Baltimore
Violence Intervention and Community Empowerment
Youth Empowerment Movement

**Professional Associations (Social Entrepreneurship):**
Social Enterprise Alliance
Social Entrepreneurship Association

**Organizations Supporting Social Entrepreneurship**
*Starred organizations provide fellowships and seed funding for new social entrepreneurs.*

*Acumen Fund—www.acumenfund.org* Invests in for-profit and nonprofit social enterprises in five African and South Asian countries.
*Ashoka—www.ashoka.org* Helped pioneer social entrepreneurship for three decades through its network of 2,500 global fellows.

- *Echoing Green—www.echoinggreen.org* Selects one to two dozen, American and global early-stage social entrepreneurs to support for two years.
- *Endeavor—www.endeavor.org* Supports a network of entrepreneurs in nine countries.
• **Lemelson Foundation**—[www.lemelson.org](http://www.lemelson.org) Funds, encourages, and recognizes inventors, innovators, and entrepreneurs, especially in the field of sustainable development.

• **Institute for Social Entrepreneurs**—[www.socialent.org](http://www.socialent.org) Provides seminars, workshops and coaching services for social enterprises in the U.S. and around the world.

• **NESt**—[www.nesst.org](http://www.nesst.org) Supports the development of social enterprises in emerging democracies worldwide through venture funding and education.

• **New Profit**—[www.newprofit.org](http://www.newprofit.org) A venture philanthropy fund providing the necessary resources for social entrepreneurs to achieve their visions.

• **New Sector Alliance**—[www.newsector.org](http://www.newsector.org) A social enterprise venture capital firm that strengthens organizations today while developing leaders for tomorrow.

• **Omidyar Network**—[www.omidyar.net](http://www.omidyar.net) Supports dozens of non- and for-profit social entrepreneurs in the microfinance, participatory media, philanthropic markets, and government transparency sectors.

• **Root Cause**—[www.rootcause.org](http://www.rootcause.org) A Cambridge organization that advances solutions to social and economic problems by supporting social innovators and educating social impact investors.

• **Schwab Foundation for Social Entrepreneurship**—[www.schwabfound.org](http://www.schwabfound.org) Selects international social entrepreneurs each year to participate in the World Economic Forum.

• **Skoll Foundation**—[www.skollfund.org](http://www.skollfund.org) Identifies and gives major funding to established social enterprises each year.

• **Social Enterprise Coalition**—[www.socialenterprise.org.uk](http://www.socialenterprise.org.uk) The U.K. national body for social enterprise, focusing on social businesses and community development trusts.

• **StartingBloc**—[http://startingbloc.org/home](http://startingbloc.org/home) Brings the latest innovations in corporate social responsibility and social entrepreneurship to emerging leaders through their Institute for Social Innovation.

• **TIE Boston**—[www.tie-boston.org](http://www.tie-boston.org) An entrepreneur network with mentors and local events.

• **Unreasonable Institute**—[www.unreasonableinstitute.org](http://www.unreasonableinstitute.org) Supports the international collaboration of young social entrepreneurs.

**World Bank Development Marketplace**—[www.developmentmarketplace.org](http://www.developmentmarketplace.org) Competitive grant program that funds innovative, early-stage projects worldwide.

**Young People For (YP4)**—[www.youngpeoplefor.org](http://www.youngpeoplefor.org) A strategic long-term leadership development program that identifies, engages and empowers the newest generation of progressive leaders to create lasting change in their communities.

**Office of Career Development and Alumni Services, Maxwell School of Citizenship and Public Affairs, Syracuse University (n/a). Career Opportunities in Social Enterprise & Social Entrepreneurship. Retrieved from shorturl.at/aouxS**

Prepared by the Career Planning staff of Career Services at The University of Tennessee, Knoxville. (2020) UTK is an EEO/AA/Title VI/Title IX/Section 504/ADA /ADEA Employer