

Job Development

A Career Pathway Program



Are you interested in joining the social services sector?
Do you have a background in sales or customer service?
Do you think you would do well in a job that aims to find employment for job seekers?
Then this could be a career opportunity for you!

About the Job Development Career Pathway Program

This program provides participants with the training needed to start a career in the social services sector as a job developer, a role that is currently in high demand.

The role of a job developer can be found within social service agencies like Tropicana Employment Centre. Job developers are responsible for creating job opportunities for clients (job seekers) by researching, identifying, and securing commitments from businesses that have potential employment opportunities.

Details

- This is a 14-week training program that covers the fundamentals of the social services sector and the specifics of a job development career. The program includes:
 - A 6-week training period with a stipend covering job development, counselling, and wraparound support services. (20 hours per week).
 - A 8-week paid internship (full-time).
- No previous experience in the social services field is required.

- In-class training includes guest speakers and field trips.
- A paid work placement is provided upon successful completion of the program.

2023 Fall Classes

Classes start November 15, 2023 and will be held at Tropicana Employment Centre, 505 Consumers Road, Suite 102, North York, ON.

Samples Courses

- Foundation of sales techniques and persuasive selling skills (prospecting, identifying clients' needs and dealing with objections)
- How to prospect and engage employers
- Soft skills training
- Ethical and legal implications of job development.

Eligibility

Applicants must:

- Be able to commit to the full 14-weeks and the hours required to complete the program.
- Be eligible to legally work in Canada
- Be 19 years or older and a resident of Ontario
- Hold an Ontario Secondary School Diploma (OSSD) or equivalent, or mature student status
- Be able to obtain clear criminal record check
- Be able to communicate at a language benchmark of CLB 6 or higher

Program Goals

The program was created to:

- Support and give career opportunities to unemployed individuals facing multiple employment and training barriers.
- Help deal with the shortage of training individuals currently faced by agencies trying to fill openings.

For more information go to mytropicana.ca/jobdeveloper
If you have any questions, please email registration@tropicanacommunity.org

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