

Macro Social Work, Policy, and Community Organizing Employment Handout

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Sectors

- Non-profit (Social service agencies, hospitals, schools, domestic and international organizations)
- Universities (Student affairs, development, fundraising, alumni engagement)
- Government (Elected officials, government agencies (city, state, federal))
- Trade associations, professional organizations, coalitions, unions
- Think tanks and research institutions
- Private companies (Banks, managed care, health insurance, lobbying, consulting firms)

Types of work

- Project management, program management
- Community education, community engagement, volunteer engagement
- Research and evaluation
- Communications, social media, social community engagement
- Event planning, event management
- Fundraising, grant writing, development
- Human resources
- Legislative and regulatory advocacy and analysis
- Campaign management (elected official's campaign, advocacy campaign)
- Working for an elected official

Job Titles:

- Policy
- Community
- Government (relations)
- Engagement
- Advocacy
- Fundraising, grant writing
- Research
- Evaluation
- Development
- Campaign
- Project
- Program
- Legislative

PLUS

- Analyst
- Coordinator
- Specialist
- Associate
- Navigator

Later in your career:

- Manager
- Director (Associate, assistant, senior)
- Vice President
- President
- CEO
- Chief of Staff

Content areas are endless:

- LGBTQ
- Healthcare
- Immigration
- Food insecurity
- Criminal justice
- Civil rights
- Older adults
- Children and youth
- Education
- Housing
- Etc.

Job Search Websites:

- Idealist: <https://www.idealists.org/en/>
- Indeed: <https://www.indeed.com/>
- LinkedIn: <https://www.linkedin.com/>
- The Ethical Dilemma NYC Social Work Newsletter:
<https://docs.google.com/forms/d/e/1FAIpQLSeFy8nEmf1KAZbMDWiDgzRHFSPGz3aMLQiF50M7BBi8MHYU5q/viewform?c=0&w=1>
- City and State: <https://jobs.cityandstateny.com/>
- Federal government jobs: <https://www.usajobs.gov/>
- NYC government jobs: <https://www1.nyc.gov/jobs/index.page>
- NYS government jobs: <https://www.ny.gov/services/employment>
- HITE Site (Social service directory, not a job search engine): <https://hitesite.org/>

Tips on Preparing for Your Job Search:

- Find a mentor!
- Be open minded; you might not get the job and/or salary you want or envisioned after you graduate and that is okay.
- Cast as wide of a net you possibly can in terms of location and job type.
 - Working in direct social services is common for most recent CO/Policy graduates; think about opportunities to use your organizing skills in clinical jobs.
- Job descriptions might **not** be explicitly looking for social workers; organizations might be looking for MPH, MPA, MPP, Political Science MA, JDs; it is okay for SWs to apply.
- Assess whether the job you want actually exists and if there are openings.
- Know your limits and the salary you need to survive; make a budget, negotiate your salary if necessary, do research on comparable salaries and organizations.
 - What are your other non-work obligations and goals (family, personal life)?
 - Think about non-salary benefits as well (work/life balance, work from home options, flexible schedule, vacation time, health/retirement benefits, tuition reimbursement, travel, etc.).
 - Your goals, desires, and needs change throughout your career; reflect often, keep a journal or document assessing where you are at and what you want/need.
- Have many people look at your resume and cover letter; tailor your resume and cover letter for each position you apply to; do not send a generic cover letter to all the jobs you apply for.
- Use all resources available to you (Graduate career services or your undergraduate institution).
- Put yourself out there, attend any and all events you can (conferences, job fairs, trainings, events, etc.).
- Network! Most jobs you get now are through networking.
- LinkedIn Deep Dive: Look at people who have the career you want in 10-15 years; see what their previous jobs were 5-10 years ago and skills they have; think about how you can acquire those skills in the next 5-10 years; reach out to people for informational interviews.