



empowering young people to
own their economic success®

Senior Vice President, Development – Junior Achievement USA®

COMPANY

Junior Achievement USA

LOCATION

Colorado Springs, Colorado

COMPANY BACKGROUND / CULTURE

Founded in 1919 Junior Achievement's purpose is to inspire and prepare young people to succeed in a global economy. Junior Achievement delivers against its purpose by bringing together business and education to work with students in kindergarten through high school so they are empowered to own their economic success.

Junior Achievement USA reaches almost 5 million students annually in relevant, hands-on learning experiences that teach young people to manage their money, plan for their economic future, own their own businesses and develop readiness for careers or college. This is done through in-school, after school and online learning experiences working with nearly 250,000 corporate and community volunteers. JA programs empower young people to make a connection between what they learn in school and how it can be applied to the real world. Currently, Junior Achievement USA is undertaking a seminal transformation to a blended learning delivery model which will further enhance student experiences in a contemporary learning environment.

Located in Colorado Springs, Colorado, the National Office of Junior Achievement USA provides strategic direction, leadership and support services to approximately 1600 employees in 109 JA operations around the United States. Junior Achievement is a 501(c) (3) not-for-profit organization sponsored by corporate and individual contributors. Junior Achievement USA is an independent member of a global network, JA Worldwide.

Junior Achievement USA is governed by a national board of directors comprised of high-ranking executives who represent a wide range of businesses and other institutions. Additionally, approximately 5,000 volunteer board members comprised of business, education, and civic leaders set the policy and direction of each local JA Area.

For more information about Junior Achievement USA, please see the website at www.ja.org.

ORGANIZATIONAL SCOPE

- Annual Junior Achievement USA National Office Revenue: \$25,000,000
- Development Group Budget: \$305,000 (exclusive of compensation budget)
- Development Staff includes 5 direct reports (Vice President Development, Vice President Donor Relations and Fundraising Services, Senior Director Development, Capital Campaign Director, and Development Data Coordinator) and 4 indirect staff members.

POSITION OVERVIEW

- The Senior Vice President – Development reports directly to the President and CEO and serves as the Junior Achievement USA “chief development officer” leading the establishment and implementation of strategies to secure financial and related resources that support the achievement of the organization’s strategic and operational objectives.

KEY RESPONSIBILITIES

The Senior Vice President – Development:

- Secures funding from corporate and foundation donors to support operational and strategic objectives.
- Develops, refines and implements an individual giving strategy to secure revenue and build a long term funding pipeline.
- Develops and implements a strategy for alumni giving; coordinates with the Junior Achievement USA Brand group in the development of a general alumni strategy.
- Directs and manages the funding campaigns related to special projects including the campaign to support the transformation of Junior Achievement to adopt a blended learning model.
- Collaborates with JA Area Presidents and Development staff to leverage donor relationships in their communities to raise funds for Junior Achievement USA while preserving or enhancing the donor’s support of the local JA Area.
- Coordinates with JA Worldwide on their fundraising activities to include review of their requests to solicit new donors who reside in the United States and provide support for established global donor accounts that impact the U.S.
- Assures outstanding stewardship and maintains a culture of customer delight in all interactions with Junior Achievement USA donors.
- With the President and CEO, works with the Junior Achievement USA Board of Directors to assure a high level of engagement and Board giving.
- As a member of the Junior Achievement USA Senior Management Team, provides leadership, insights, and support to address broad organizational issues.
- Leads the Development Group to assure achievement of business objectives, anticipates skill requirements and develops staff to meet current and long term needs of the organization.
- Performs other related duties as assigned or requested.

PROFESSIONAL EXPERIENCE / QUALIFICATIONS

The preferred candidate will have a successful history of corporate, foundation, and individual giving fundraising with experience in a federated organizational structure.

Previous experience and qualifications should include:

- At least ten years of successful fundraising work.
- Demonstrated success in raising funds from corporations or foundations and through individual giving.
- Ability to work collaboratively, building trust with Board members, staff and internal leaders to influence others to open doors to potential donors and engage in other fundraising efforts.
- Ability to establish fundraising business processes that enable a team to secure funding beyond the individual success of one fundraiser.
- Business acumen to assess the business landscape, identify resource requirements and adapt fundraising approaches to reflect any changes or new circumstances.
- Ability to pursue traditional avenues of fundraising but willingness to consider new non-traditional methods.
- Ability to persuasively communicate complex concepts and programs to the highest level of business and individuals.
- Ability to foster an environment of customer focus and “delight” that leads to donor acquisition and retention.
- Ability to effectively manage a change agenda.
- Experience in leading, building and retaining a professional and skilled development team in a performance driven and results-oriented environment; track record of identifying and developing talent.

PERSONAL CHARACTERISTICS

The Senior Vice President – Development will have/be:

- Passion for Junior Achievement’s mission.
- An inspirational leader able to motivate staff, Board of Directors, donors and others at all levels to embrace JA’s purpose and brand.
- Success in operating in a federated organization, working with diverse constituents and helping the organization execute its strategic and operational plans.
- A strong individual communicator able to frame a message to resonate with a variety of audiences and constituencies using a variety of communication techniques.
- A strong service focus and ability to work with donors and other customers to define needs, achieve satisfaction and delight.
- Demonstrated ability to achieve results through influence and diplomacy to reach common ground and build alliances without compromising the organization’s interests.
- Flexibility to adapt to a dynamic, changing landscape and customers.

- Strong intellectual curiosity and a track record of thinking “outside the box” to explore and implement new innovations that achieve desired outcomes.
- Strong sensitivity, appreciation and understanding of diverse cultures.
- A record of complete integrity and strong personal character.
- Ability to resolve conflict in a positive and productive manner.
- Organizational awareness and business savvy.
- Ability to manage a significant travel schedule.
- An exemplary performance record.

EDUCATION REQUIREMENTS

Advanced degree in business or related fields or equivalent work experience.

COMPENSATION

A competitive compensation package will be provided.

To Apply:

Junior Achievement USA intends to hire for this position as soon as possible. Interested applicants should promptly send a cover letter and resume to careers@ja.org. Please note “SVP Development” in the subject line.

Please do not submit this position specification to any website without the express permission of Junior Achievement USA.