



Director of Development

Reports To: CEO and President

Status: Full-time/Exempt

ORGANIZATION SUMMARY:

Junior Achievement of Central Carolinas (JA Central Carolinas) empowers students to build financial health and make positive financial decisions that impact their future. Through JA's experiential learning programs, students develop skills in financial literacy, entrepreneurship, and work readiness. Thanks to support from corporate and community partners, JA Central Carolinas engaged more than 22,000 K-12 students across North and South Carolina last year.

POSITION DESCRIPTION:

The Director of Development is responsible for the design and execution of JA Central Carolinas' contributed revenue, sponsorship, and business engagement strategy. JA Central Carolinas has a goal to grow from \$2 million to over \$4.5 million within the next 5 years, and the Director of Development will be the driving force to create the plan for and achieve this goal. The Director leads a team of development professionals and serves on the JA Central Carolinas leadership team. This position has high visibility in the community and with the Board of Directors composed of leaders from dozens of global and local companies.

The ideal candidate will have at least five years' experience in development with a solid knowledge of fundraising best practices and operations. They will be skilled at developing talent and fostering strong community relations, especially with the corporate community, and be experienced in executing special events.

KEY RESPONSIBILITIES:

- Leads JA Central Carolinas' contributed revenue, sponsorship, and corporate partnership strategy. This includes, but is not limited to, Appeals, Major Gifts, Corporate/Foundation Gifts, Special Events, Grants, Capital Investments, Volunteer Management, Forecasting, and Reporting.
- Serves as part of JACC's leadership team, working closely with the CEO and Board of Directors to set organization strategy and culture.
- Builds, coaches, and supports a team of development professionals to engage partners and funders in the JACC mission
- Uses data and industry best-practice to design, implement, and improve development activities that maximize income and impact, increase efficiency, and optimize the donor and volunteer experience.
- Stewards recent and current donors and builds a pipeline of new supporters, driving donor acquisition, retention, and revenue growth.
- Manages a personal portfolio of key donors and partners and supports the CEO with managing their donor portfolio.
- Oversees and coordinates JACC donor-focused events, both fundraising and event logistics.
- Supports and facilitates engagement with advisory councils and board committees to leverage networking opportunities for fundraising and volunteerism.
- Other responsibilities as assigned.