



## Development Director

<b>DEPARTMENT</b>	Development
<b>JOB TYPE</b>	Full-time
<b>REPORTS TO</b>	SVP of Development
<b>LOCATION</b>	Grand Rapids, MI

*Benefits include paid holidays, vacation, and sick days as well as 401K after one year of employment.*

### TO APPLY

Please go to [Junior Achievement of the Michigan Great Lakes on Indeed](#) to apply online today!

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### JOB DESCRIPTION

Junior Achievement of the Michigan Great Lakes is seeking the right Development Director to join JA at an exciting point in our organization. The JA Worldwide network was again nominated for a Nobel Peace Prize, Junior Achievement recently established the Huizenga Family JA Free Enterprise Center which contains three new and exciting learning labs. The successful candidate will be strategic and a sales-oriented individual, who has a keen understanding of sales and/or business development, a proven track record of securing successful fundraising or sales, and event management experience. The candidate must demonstrate a high level of integrity, be a team player as well as a self-starter with a sense of urgency. This individual will possess the energy, enthusiasm, professionalism, and drive to achieve ambitious fundraising goals.

### PRIMARY RESPONSIBILITIES

- Report to the SVP while delivering on revenue goals by prospecting new donors, retaining and growing current donors, and leveraging their networks. Be entrepreneurial and proactive in impacting more students.
- Promote and support the Michigan State requirement for a half credit of financial literacy required for high school students.
- Research and identify individuals and corporations whose interests and priorities match JA's mission and move them into the prospect pipeline.
- Work closely with Lakeshore education staff, as they increase programming, to activate higher volunteer engagement from the Lakeshore corporate community.
- Increase engagement and financial support on the Lakeshore.
- Cultivate relationships with and ask individuals and corporations for support of Junior Achievement and engagement in JA's mission.
- Develop a group of managed accounts to cultivate, steward and secure support for Junior Achievement's mission.
- As a key member of the development team, work with board committees and lead development and education staff to ensure that West Michigan JA events meet revenue goals, reflect well on

- JA and capitalize on the cultivation opportunities generated by the event.
- Assist SVP in developing a budget for all development activities, developing, organizing and implementing development team tools and management
  - Speak/represent JA in the community in various settings – e.g., networking events, at businesses, donors' homes; requires a high level of comfort in a variety of social situations.
  - Works closely with the SVP of Development and President.
  - Maintain a thorough knowledge and understanding of JA learning experiences.

### **ADDITIONAL EXPERIENCE REQUIRED**

Must be able to carry 30 lbs. Bachelor's degree or equivalent. Three years' experience in development or sales including working with corporations. Experience working with foundations. Ability to manage multiple priorities. Self starter. Strong interpersonal, oral and written communication skills. Computer literacy. Excellent Networking Skills. Proven success with multiple donor partners. Strong persuasion skills. Ability to think innovatively, critically, and strategically. Ability to communicate tactfully and directly while receptive to constructive feedback. Financial and business acumen. Leadership and collaboration skills a must.

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**This position description in no way states or implies that these are the only duties to be performed by the employee occupying this position. Employees will be required to follow any other job-related duties required by their supervisor. This document does not create an employment contract implied or otherwise, other than an "at-will" relationship.**