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**POSITION TITLE:** Senior Vice President, Development  
**DEPARTMENT:** Development  
**REPORTS TO:** President & CEO

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### **Organization**

At Junior Achievement of Central Maryland, every day our people are creating an impact by working together to pursue our shared purpose—to empower young people to discover their potential and thrive. We collaborate with the community, schools, and local businesses to help students become financially capable, work-ready, and entrepreneurially minded. We are committed to developing talent and building a diverse, and high-performing team while offering flexibility and opportunities for growth. JA offers a collaborative, inclusive work environment, and the opportunity to impact the lives of young people in our community. BE a part of our team—bring your ingenuity, and your ideas, and BE the difference!

### **Position Concept**

The Senior Vice President of Development is responsible for the design and execution of JA of Central Maryland’s revenue, sponsorship, and business engagement strategy. JA Central Maryland has a goal to grow from \$3 million to over \$6 million within the next 5 years, and the SVP will be the driving force to create the plan for and achieve this goal. The SVP leads a team of development professionals and serves on the JA of Central Maryland 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 seven 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 the overall individual giving fundraising strategy, including annual campaign activities, private foundation solicitation, planned gifts activities, and campaigns as set forth by JACMD’s strategic plan.
- Actively engages with and manages a portfolio of prospects, including personal cultivation, solicitation, closing of gifts, and stewardship.
- Supports the President in advancement activities, managing engagement of prospects for major initiatives, providing research, and conferring on strategies.
- Supports Board members and other leading volunteers in advancement activities, managing engagement of prospects for major priorities, providing research, and conferring on strategies.
- Leads marketing strategy and donor communication, with focus on increasing JA’s visibility in the community and establishing the organization as a thought leader in the career readiness, youth entrepreneurship and experiential education space.
- Provides leadership of prospecting and grant writing efforts, with focus on supporting fundraising across a regional impact model.

- Works closely with President to ensure a comprehensive corporate development strategy is designed and implemented to achieve superior customer service while exceeding funding goals.
- Maintains effective relationships with Junior Achievement leadership locally and nationally.
- Establishes policies and procedures with regards to effective and appropriate management of the organization's advancement database and is responsible for the database's data integrity.
- Knowledge and commitment to diversity and inclusion.

### **Education/ Experience**

- 7+ years fundraising experience with proven track record of success,
- Demonstrated success with Major Gifts (\$25k and above), Stewardship, and Campaigns.
- Experience leading and developing a strong team.
- Seasoned in project management, moves management, and strategic leadership.
- Excellent communication and relationship building skills.
- Ability to work in a fast-paced environment.
- Prospecting and research skills, and persuasive, closing skills.
- Superior communication skills; clarity, crispness and effectiveness in written and oral presentation.
- Flexible and adaptable style to manage multiple tasks and competing priorities.
- Ability to work independently and as part of a team to collaborate effectively with a wide range of staff, partners, vendors, and volunteer leadership.
- Capable of building and sustaining relationships with a variety of individuals and businesses.
- Ability to think strategically and function successfully in a complex work environment.
- Computer competency in Microsoft Office programs and internet-based research tools.

### **Employee Benefits Offered**

- Individual Medical and Dental Insurance
- Group Life Insurance
- 401k Retirement Plan with a generous 3% contribution by JACMD after 1 year
- Flexible Spending Account- Medical and Dependent Care
- Supplemental Life Insurance
- Hybrid Work Environment
- 18 Paid Holidays
- Paid Time Off Between Christmas and New Years
- Cell Phone Reimbursement

### **Benefits to Working with Junior Achievement**

- **Be Inspired!** You can be inspired and challenged. You can be the difference. Be who you want to be. Be It Here!
- **Be a Part of Something Bigger!** We have rewarding careers that inspire and empower young people to achieve their potential.
- **Be Challenged!** Imagine a world where all young people are empowered to reach their potential! We are looking for individuals who want to make a difference in our community and students' lives.
- **Be The Difference!** We inspire and empower young people to reach their potential. We are looking for enthusiastic and skilled professionals to help us accomplish our mission.

- **Be The Impact!** Working with JA is challenging, gratifying, and allows you the opportunity to impact tens of thousands of youths each year. Join our mission to prepare young people to succeed in a global economy.

**Salary Range:** Based on experience and track record of success.

**JA Contact:** Send cover letter and resume to Kim Denis at [kdenis@jama.org](mailto:kdenis@jama.org)

*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. JACMD is an equal opportunity employer. We do not discriminate on the bases of race, gender, handicap, age, religion, sexual orientation, or national or ethnic origin. This position is subject to a background check.*