**Director of Strategic Partnerships**

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| **POSITION SUMMARY:**  |
| Junior Achievement of the Triad is seeking a Director of Strategic Partnerships with the vision and drive to create, execute and evaluate all philanthropy strategies with a donor-centered philosophy to ensure a diverse and sustainable revenue portfolio to support the expansion, impact and influence of a dynamic and thriving organization. The Director will be responsible for launching and leading innovative growth initiatives that will broaden and diversify Junior Achievement’s base of investors with a focus on sustainability. The Director will have: a track record of increasing resources for small organizations with big goals; experience in partnering with CEO with a growth mentality; and a mind-set of creating mutually-beneficial long-term partnerships. The Director will be an outstanding strategist and a collaborative peer leader.Junior Achievement of the Triad serves a six county area: Alamance, Forsyth, Guilford, Randolph, Rockingham and Montgomery. Over the last 24 months Junior Achievement of the Triad has increased its student reach by 98% taking the number of students served annually from approximately 8,000 to over 16,200. The organization operates across 118 schools in the Triad and can do so because the dedicated pool of volunteers has increased by 31.5%. The organization achieved the growth in students served while only increasing expenses by 32%. During this same period of time, annual revenue has increased by 50% and the organization’s staff size has increased by three full time equivalents. For the last three years, Junior Achievement of the Triad has ranked in the top four Junior Achievement offices out of 109 offices across the nation. Junior Achievement of the Triad has also achieved 4 Star status annually for this last three years. This status recognizes staff and boards of Junior Achievement offices that meet JA USA’s operational standards for compliance, student impact, operational efficiency, financial stability and sustainability. |

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| **PRIMARY RESPONSIBILITIES:** 1. Provide leadership, strategy and support to all lines of revenue by developing fundraising alliances, maximizing current opportunities and developing new and sustainable income sources for annual operations.
2. Provide strategic leadership and support for the preparation of the development department’s annual fundraising plan, in collaboration with CEO and peer Director of Stewardship and Marketing, resulting in revenue growth and financial sustainability. With input from the team, develop projected income goals, strategies for increasing investment, priority setting and timelines for deliverables to include all forms of outreach.
3. Responsible for the execution of the strategic annual fundraising plan to include growth strategies and new revenue streams, monitoring monthly progress to meeting fundraising goals and modifying plans accordingly. Responsibilities include face-to-face solicitation.
4. Strategically deploy the CEO, staff and key volunteer leaders to solicit gifts to achieve revenue goals.
5. Responsible for conducting the full range of activities required to prepare, submit and manage grant proposals to foundation and corporate sources. Monitors grant programs performance and review grant reports created by Director of Stewardship and Marketing for compliance with funder’s requirements. Director may have opportunity to contract a grant writer in support of this function upon meeting an initial fundraising goal.
6. Focus on identifying, cultivating and soliciting new major donor prospects to meet fundraising goals in corporate, foundation and individual giving.
7. Regularly evaluate organization’s philanthropic strategy and operating plan and make strategic recommendations to CEO based on organization’s strategic plan goals.
8. Long-term, in collaboration with CEO, develop and implement strategy to increase the organization’s endowment fund and to create a fund for the establishment of a capstone facility.
9. Be a credible, compelling representative of Junior Achievement and its mission.
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| **IDEAL EXPERIENCE AND QUALIFICATIONS:** |
| 1. 5-7 years of demonstrated experience in nonprofit fundraising. Particular weight will be given to candidates with a track record for developing strategy for a development department and cultivating a diverse donor base.
2. Successful record of identifying, cultivating and soliciting corporations and individual major donors.
3. CFRE accreditation desirable.
4. Demonstrated leadership skills; experience in working collaboratively with team members. Strong interpersonal skills and confidence in making donor contacts in diverse communities.
5. Excellent written and verbal communication skills.
6. Superb organization skills; detail-oriented with strong follow-through and the ability to meet tight deadlines in a face pace environment.
7. Computer proficiency, including database management.
8. Creative, results-oriented, self-starting, can handle and prioritize multiple activities and responsibilities.
9. Bachelor’s degree and/or equivalent combination of education and experience.
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| **HOW TO APPLY:**Junior Achievement of the Triad has retained Capital Development Services to assist with professional recruitment. Nominations, expressions of interest, and applications can be submitted via email to searchservices@capdev.com or candidates can [apply online here](http://smrtr.io/xwXWjQ). Candidates should include a cover letter and resume. All material will be confidential. Additional inquiries may be directed to Jen Tozier at Capital Development Services, 336-747-0133 x 208. |