



About the Organization:

The mission of Junior Achievement (JA) is to empower young people to own their economic success through financial literacy, workforce readiness and entrepreneurship education. By introducing student to the value of entrepreneurship in our community, demonstrating the importance of making smart financial decisions, and exposing them to career opportunities, Junior Achievement is empowering young people to have a belief in themselves supported by a foundation in real-world life skills.

Position Title:

Community Development Coordinator for Medina & Wayne County

Compensation:

Part Time - 20 hours per week (\$18 - \$22 Hourly)

Duration:

6 months – Possibility for continuation or moving to full time pending a review after the 6-month timeframe

Reports To:

Vice President of Development

Territory Responsibility:

Medina & Wayne counties

Primary Responsibilities:

Development/Resource Generation Activities (80%)

- Responsible for stewardship of JA’s existing funders in Medina & Wayne counties with the goal of renewing & ultimately increasing support of JA programming by connecting the mission of JA to funding priorities in the community.
- Work independently to identify prospects and cultivate relationships with new community and corporate partnerships to generate funding in alignment with JA programming priorities in Medina & Wayne counties.
- Work with the VP of Development to set annual revenue goals in Medina and Wayne and maintain a result driven mindset towards achieving these goals.
- Increase the brand awareness of JA and our mission within Medina and Wayne counties through the development of partnerships that result in in-kind advertising, or other marketing opportunities.
- Work with the Development and Special Events Manager to recruit participants for special event fundraisers like Play-4-JA as well as solicit sponsorship support for regional special events.
- Assist in the implementation and management of the annual individual giving campaign for all prospects in Medina and Wayne county.
- Other duties as identified by supervisor.

Other Relationship Building and Community Engagement (20%)

- In alignment with the JA of North Central Ohio strategic plan, and in coordination with the VP of Programs work to develop district wide partnerships with top priority school districts in Medina and Wayne county.
- Develop relationships curriculum directors and super intendents in Median and Wayne meetings that need to be scheduled each year, and maintain a result driven mindset towards achieving these goals.

Education/Experience Required:

- Bachelor's degree required
- Experience in one or more of the following: sales, development, event management, and marketing
- Competitive and results-driven
- Strong relationship management skills with the ability to work with a variety of constituents, including C-Suite executives, corporate sponsors, special event committee members, vendors, volunteers and participants
- Demonstrated ability to create and execute strategy to achieve desired results
- Excellent organization, presentation and written and oral communication skills
- Ability to work independently and in a team environment
- Ability to multi-task and adapt in a fast paced frequently changing environment