



JA AREA PRESIDENT POSITION DESCRIPTION

Purpose of Position: At Junior Achievement we believe in "possible." Each day, we work to help young people discover what's possible in their lives. We do this by helping them connect what they learn in school with life outside the classroom. We let them know it's possible to invest in their future, to gain a better understanding of how the world works, and to pursue their dreams. We show them that it's possible for tomorrow to be a better day.

The JA Area President serves as the chief executive officer of Junior Achievement of the Heartland, providing visionary leadership in collaboration with the Board of Directors. The Area President ensures the financial stability, strategic growth, and programmatic impact of JA within the region. This role focuses on advancing JA's mission of preparing young people to succeed in a global economy through experiential education in financial literacy, work readiness, and entrepreneurship. JA of the Heartland includes 24 counties in eastern Iowa and western Illinois.

Key Responsibilities:

- **Mission Leadership:**
 - Advocate passionately for JA's mission within the community and serve as the primary spokesperson.
 - Ensure the implementation and success of strategic plans that position JA as a key educational partner in the region.
 - Lead the recruitment and engagement of corporate, community, and education partners to support JA's programs.
- **Strategic Planning and Execution:**
 - Develop and execute comprehensive strategic plans that align with local market forces and regulatory requirements to drive organizational growth.
 - Collaborate with the Board of Directors to set and achieve long-term goals, ensuring the effective allocation of resources.
 - Implement innovative fundraising campaigns, and secure diverse revenue streams to ensure financial stability and sustainability.

- **Board Governance and Relations:**

- Collaborate with the Board of Directors to ensure proper governance oversight and active engagement in advancing JA's mission.
- Work with the Board Chair to recruit, orient, and develop Board members, fostering a culture of accountability and strategic vision.
- Lead and prepare Board meetings, including agenda-setting and presentation of key reports.

- **Operations and Program Management:**

- Oversee the management and implementation of JA's programs to meet established goals for student impact and program growth.
- Ensure compliance with JA USA's Operating Agreement and maintain high standards for program delivery.
- Accurately project staffing needs, recruit, hire, and train team members, and manage performance to achieve organizational objectives.
- The role involves fostering a positive and inclusive work environment by promoting collaboration, open communication, and shared values. You will be responsible for driving employee engagement, ensuring alignment with company goals, and cultivating a strong, supportive team culture.

- **Financial Oversight and Fundraising:**

- Develop, manage, and oversee the organizational budget, ensuring financial reporting is timely, accurate, and aligned with strategic goals.
- Lead fundraising efforts, including grant applications, cultivating donor relationships, and pursuing new funding opportunities.

- **Public Relations and Community Engagement:**

- Serve as the face of JA in the community, developing and implementing a public awareness plan to build JA's brand.
- Foster relationships with governmental, civic, and industry partners to advance JA's influence and impact.

Qualifications Required:

- Bachelor's degree or equivalent professional experience.
- Minimum of six years of relevant experience with a proven track record in nonprofit or educational leadership.
- Strong management, organizational, and interpersonal skills.
- Demonstrated understanding of financial literacy and the free enterprise system.
- Willingness to undergo background checks (criminal and credit).

Desired Qualifications:

- Experience in nonprofit management or the education sector.
- Proven expertise in fundraising, sales, or marketing.
- Experience working with a Board of Directors.
- Certified Fundraising Executive (CFRE) certification is preferred.

Compensation and Benefits: The salary range is \$125,000 to \$150,000. Benefits include medical, dental, and vision healthcare plans, healthcare savings plans, 401K and generous paid time off, including 8 holidays and 7 paid days during the holiday season.

Resumes will be reviewed until May 30, 2025.

Submit a resume and cover letter to presidenthiring@ja.org and put **JA of the Heartland in the subject line.**