

## **JA AREA PRESIDENT POSITION DESCRIPTION**

The JA Area President serves as the chief executive officer of Junior Achievement of Southwest Florida (JA SWFL), 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.

In Southwest Florida, this role is uniquely focused on delivering world-class programs (including in-class instruction, JA Inspire, JA BizTown®, and JA Pre-Apprenticeship programs) building strong partnerships with educators, and inspiring donors and volunteers. By serving all three of JA's stakeholders —students, educators, and donors/volunteers—the Area President ensures JA SWFL remains a premier partner in education and workforce development.

### **Key Responsibilities:**

#### **Mission Leadership & Program Delivery**

- Champion JA's mission by ensuring high-quality, measurable impact across all programs, with a focus on scaling and sustaining major programs in southwest Florida.
- Serve as JA's primary spokesperson and advocate within the community, positioning JA as a key educational partner.
- Build strong, lasting partnerships with school districts, principals, and teachers to ensure alignment with academic standards and classroom learning.
- Recruit, empower, and mobilize volunteers, ensuring they are prepared, supported, and recognized.

#### **Strategic Planning and Execution**

- Develop and execute strategic plans that align with local market needs, regulatory requirements, and JA USA standards.
- Collaborate with the Board of Directors to set long-term goals and ensure effective allocation of resources.
- Implement innovative fundraising campaigns and secure diverse revenue streams to ensure financial stability.

#### **Board Partnership & Governance**

- Work closely with the Board of Directors to align governance, strategy, and execution.
- Recruit, orient, and engage influential Board members who reflect business, civic, and education leadership across the region.
- Prepare and lead Board meetings, providing timely and transparent reports on program delivery, fundraising, and finances.

#### **Operations and Program Management**

- Oversee management and implementation of JA's programs to achieve student impact and program growth goals.

- Ensure compliance with JA USA's Operating Agreement and maintain high standards for program delivery.
- Project staffing needs, recruit and develop team members, and manage performance to achieve organizational objectives.

### **Fundraising, Financial Oversight & Resource Development**

- Serve as JA SWFL's chief fundraiser, making direct and compelling asks of individuals, corporations, and foundations.
- Oversee and participate in grant writing, reporting, and compliance to maximize funding opportunities.
- Secure storefront sponsorships, endowment gifts, special event revenue, and foundation/government grants to sustain major program expansion.
- Develop and oversee the organizational budget, ensuring accuracy, accountability, and alignment with strategic goals.

### **Community Engagement & Partnerships**

- Serve as the visible spokesperson for JA SWFL, delivering impactful speeches, media appearances, and community presentations.
- Build collaborative relationships with leaders in business, education, nonprofits, and government to position JA as a catalyst for workforce readiness and economic development.

### **Candidate Profile:**

The ideal Area President of JA SWFL is a balanced, mission-driven leader who excels in both program delivery and fundraising. They recognize JA's three customers—students, educators, and donors/volunteers—and serve each with equal passion and commitment.

The successful candidate will demonstrate:

- Fundraising excellence: a proven track record of securing major gifts, corporate partnerships, and grants.
- Public speaking skills: charisma and polish as a communicator, capable of inspiring diverse audiences.
- Program delivery leadership: commitment to scaling and sustaining high-impact programs like JA BizTown.
- Partnership-building ability: skill in convening leaders across business, education, nonprofits, and government.
- Operational strength: experience managing teams, budgets, and systems that support organizational growth.

A bachelor's degree or equivalent professional experience is required, along with at least six years of relevant nonprofit or educational leadership experience. Certified Fundraising Executive (CFRE) certification is preferred.

### **Compensation and Benefits:**

The compensation package will be commensurate with experience and include a comprehensive benefits offering.

*JA SW FL respects the privacy of all applicants. All applications will be treated as strictly confidential and shared only with members of the Search Committee. We will not contact current employers or references without a candidate's explicit consent.*