



Position Title: Development Officer

Date Posted:

Area: Columbus, Ohio

About Junior Achievement of Central Ohio

At Junior Achievement of Central Ohio (JA), we imagine a future where each new generation is inspired and prepared to achieve personal success in their careers and lives. We bridge the gap between education and work for central Ohio K-12 students by creating environments and experiences where students discover their potential, identify their talents and interests, and explore pathways for their future. Because of JA programming, central Ohio students are better prepared to achieve personal success – no matter the socio-economic conditions from which they ascend.

Full or Part Time: Full-Time

Exemption Status: Exempt – Salary

Reports To: Senior Development Officer

Impact (Job Summary)

The Development Officer is responsible for implementing strategies to generate measurable and sustainable revenue growth for the organization.

Primary Responsibilities (Required)

- Work collaboratively across departments to achieve organizational goals.
- In partnership with Senior Development Officer and JA Leadership, develop and implement giving strategies for the organization.
- Lead annual giving strategies for the organization to broaden community support for Junior Achievement and identify future major gift donors.
- Develop and maintain relationships with volunteers, sponsors, and key corporate and community volunteers.
- Track, report and maintain results using a variety of database and campaign management systems
- Event management including but not limited to planning, logistics, implementation, volunteer partnership and evaluation post-event for constant improvements for JA's annual Central Ohio Business Hall of Fame event.

Qualifications (Required)

- Bachelor's degree in an academic discipline which supports development and fundraising or equivalent
- Two or three years of successful sales, development, or fundraising experience
- Knowledge of the philanthropic landscape
- Demonstrated ability to create and execute strategy to achieve desired results
- Excellent organization, 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

Qualifications (Desired)

- Experience as a Major Gifts Officer
- Experience working with sophisticated donor scenarios
- Experience raising funds with workforce development programs, education related institutions or educational service programs

Application Process

- Send resume and cover letter to careers@jacols.org