



Junior Achievement of Greater Washington
Position Title: Senior Director, Development and Institutional Partners
Job Classification: Full-Time
Department: Development
Reports To: Chief Development Officer
Salary: \$113,000 - \$125,000

Be a Part of Something Bigger! Are you looking for work that inspires you? At JA of Greater Washington, we know what matters. We're motivated by our mission – teaching young people how to succeed in a global economy – and we wake up every day inspired to serve more than 40,000 students in the Washington, D.C. area.

But a career at JA of Greater Washington is about more than our mission and programs. Here, you'll find opportunities to learn and grow into new skills and responsibilities. You'll find teammates that quickly turn into friends. You'll find mentors that care, and help you reach new heights. And you'll find the resources, flexibility, and support to live your life to the fullest outside of work, whether that means investing in your family, your education, your hobbies, or your wellbeing.

Join JA, and join us in a career that matters.

Position Concept

Junior Achievement of Greater Washington (JAGW) is seeking a strategic, results-oriented, and highly accountable Director of Development and Institutional Partners to lead and grow our regional fundraising efforts across the region. This high-profile role is responsible for facilitating approximately \$3 million in annual revenue, with a focus on corporate partnerships, foundation grants and major gifts from individual supporters.

The Senior Director will oversee a portfolio that funds JAGW's three Experiential Learning Centers (Finance Parks), five 3DE high schools, and the silent phase of a capital campaign in the District. This leader will manage a small team, drive moves management strategy, and serve as a key partner to the executive leadership team and Board of Directors.

The ideal candidate is a strong manager, a relationship-driven fundraiser, and a strategic thinker with a deep commitment to JA's mission and a passion for delivering measurable results. They will also be a champion of operational excellence, ensuring clean, clear pipeline management and pristine data integrity across all development systems and processes.

Organizational Requirements

- Have ability to pass a federal background check, and to be permitted to work in the presence of children, prior to the first day of employment.
- Must reside in the Greater Washington region before the position start date

Supervisory Responsibilities

- Lead and manage a small, high-performing team to achieve strategic objectives.
- Drive and oversee the organization's moves management strategy to support growth and engagement.
- Serve as a key partner to the executive leadership team, providing strategic input and operational support.
- Act as a liaison to the Board of Directors, ensuring alignment on priorities and fostering strong relationships.

Essential Duties/Responsibilities

Fundraising Strategy & Execution

- Lead the development and execution of a comprehensive fundraising strategy to raise \$3M+ annually for our ELCs, 3DE schools and institutional operating expenses.
- Manage a portfolio of high-value corporate and foundation donors, with a focus on cultivation, solicitation, and stewardship.
- Oversee the grants pipeline, including proposal development, reporting, and compliance.
- Develop custom asks and proposals.
- Identify and grow new funding relationships to diversify revenue streams.

Operational Excellence & Data Integrity

- Champion a culture of data-driven decision-making and operational rigor across the development team.
- Maintain pristine donor records, pipeline tracking, and reporting systems to support transparency, forecasting, and strategic planning.
- Ensure all donor interactions and pipeline activities are accurately tracked and updated in the CRM, maintaining high standards of data cleanliness and consistency.
- Collaborate with the Chief Development Officer to implement and refine systems that support efficient workflows, accurate reporting, and clear accountability.

Leadership & Team Management

- Supervise and mentor 1–2 development team members, fostering a culture of accountability, collaboration, and growth.
- Partner with the Chief Development Officer to set and track team goals, KPIs, and revenue targets.
- Serve as a thought partner to the executive leadership team on fundraising strategy and campaign planning.

Capital Campaign Support

- Support the silent phase of JAGW's capital campaign, including prospect research, donor engagement, and case development.
- Collaborate with internal and external stakeholders to ensure campaign alignment with organizational priorities.

Stakeholder Engagement

- Serve as a key liaison to JAGW's Board of Directors and top-tier funders, providing regular updates and strategic counsel.
- Represent JAGW at donor meetings, events, and community engagements across the region

Education and Experience

Required

- Bachelor's degree
- 7+ years of progressive experience in nonprofit development, with a strong track record in corporate and foundation fundraising.
- Experience managing a team and leading moves management strategies.
- Demonstrated success in securing six- and seven-figure gifts.

Professional Skills/Abilities

Required

- Strong grant writing and reporting skills.
- Exceptional organizational skills and attention to detail.
- High level of ownership, accountability, and commitment to meeting revenue goals.
- Proven ability to maintain clean, accurate, and actionable data in CRM systems.
- Excellent interpersonal and communication skills, with the ability to build trust with senior executives, board members, and funders.
- Proficiency in Microsoft Office Suite (Word, Excel, PowerPoint, Outlook, Teams).
- Experience with Microsoft Dynamics 365 or similar CRM platforms.
- Familiarity with Microsoft Copilot to enhance productivity, reporting, and donor engagement.
- Local travel required
- Passion for JAGW's mission and a desire to lead with purpose.

Preferred

- Knowledge of the DC business landscape

Physical Requirements

- Prolonged periods of sitting at a desk and working on a computer.
- Ability to talk and hear.

Work Environment

- The position will support the organizations Greater Washington service area, that includes the District of Columbia, Northern Virginia, and the Prince George's, Montgomery and Southern Maryland Communities
- Local travel in the Greater Washington area is required

- Requires hybrid work schedule, based operational flexibility to meet business need requirements
- Willingness to work outside standard established business hours

Benefits

- 100% company paid medical/dental/vision coverage/group life insurance for employee
- 401(K) plan in which JAGW contributes 3% of an employee's pay after employee has worked at least two months
- Paid Parental Leave offered to full-time employees who have been with JAGW for at least a year
- Employees may be granted up to 16 hours of paid volunteer activity leave per calendar year
- Generous paid time off program in which the benefits increase along with your tenure with the organization
- Observe all federal holidays during the calendar year. In addition, JAGW observes December 25 – December 31 as a paid holiday

JAGW is an Equal Opportunity/Affirmative Action Employer

All qualified applicants will receive consideration for employment without regard to race, color, creed, religion, disability, sex, age, ethnic or national origin, marital status, sexual orientation, gender identity or presentation, pregnancy, genetics, veteran status or any other status protected by state or federal law.

Other Duties

This job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee. Duties, responsibilities, and activities may change or new ones may be assigned at any time with or without notice.

Next Steps

Junior Achievement of Greater Washington offers a competitive salary along with the benefits listed above (partial list) and a fun, challenging work environment. Please email a cover letter and resume to jagwjobs@ja.org and reference the position title in the subject line. Incomplete applications will not be considered. No phone calls, please.