

JA Worldwide

Global Head of Development

Position

Reporting to the President/CEO, the Global Head of Development serves as a key leadership team member and an active participant in making strategic decisions affecting JA Worldwide and its collaborative federated structure. This position is responsible for all JA Worldwide fundraising and development activities, in partnership with the President/CEO and in conjunction with the development team and Regional Operating Centers across the global JA network. The successful candidate will create and manage the development function that will enable JA Worldwide to become the internal network leader in fundraising. S/he will help forge external relationships to build JA Worldwide's visibility, impact, and financial resources. The Global Head of Development in consultation with the President and development team will design and implement a comprehensive plan for developing new key external alliances, enriching the current array of JA Worldwide philanthropic partners and building development capacity.

The Global Head of Development will have primary responsibility for establishing and implementing the infrastructure needed to stabilize and increase revenue through appropriate giving strategies that lead to corporate partnerships and support, major gifts, and foundation grants. The inclusion of traditional and innovative methodologies leveraging stakeholders using social media is key.

S/he will over time expand and diversify donor base/pipeline and work closely with the President/CEO and other team members to secure funding for new initiatives. In addition, the Global Head of Development will work closely with the board of governors and support board members as they increasingly take on a more active fundraising role.

Responsibilities

- Support and partner with the President/CEO and board members on all major fundraising initiatives
- Collaborate with the Chief Operating Officer/CFO (COO/CFO) to develop and implement JA Worldwide's medium to long-term operating and financial strategy
- Lead the development and implementation of a comprehensive development plan in conjunction with the President/CEO and staff, to include corporate, individual, foundation, government grants, etc.
- Maintain primary responsibility for development and execution of all proposals; partnering and guiding staff using a long-term relationship-management approach
- Oversee research on funding sources and trends, to strategically position JA Worldwide to accomplish its mission and strategy
- Monitor all donor information; provide and present statistical analysis to board and senior leaders
- Develop and implement a stewardship program with the development team aimed at cultivating deeper ties with current and prospective donors

- Monitor and report regularly on the progress of the development program
- Identify, hire, develop, train, and mentor the JA Worldwide headquarters development team

Qualifications

- 10-plus years of professional fundraising experience, with demonstrated knowledge and success in leading and managing a nonprofit organization with multiple donor sources
- Tangible experience of having identified, cultivated, solicited and stewarded million dollar donors as well as expanded current donor relationships
- Leader who thrives in managing both strategic and tactical fundraising in a fast moving environment
- Excellent communication skills, both written and oral; ability to influence and engage a wide range of donors and build long-term relationships as well as focus internally to guide staff and colleagues across a global network
- Ability to construct, articulate, and implement annual strategic and operational development plans
- Strong organizational and influencing skills, preferably in a multi-cultural, federated governance setting with an appreciation for consensus building
- Ability to lead a team by productively engaging others at varying levels within the JA Worldwide network, as well as coaching and mentoring teams and individuals
- Bachelor's degree required, Master's preferred
- High energy and passion for JA Worldwide's mission to inspire and prepare young people to succeed in a global economy is essential
- Lateral thinker/builder with perseverance and resilience

Location

This role is based at JA Worldwide headquarters in Boston, MA, though remote working arrangements can be considered.

Please send resume and cover letter to Christina.Dibitto@ja.org