

POSITION TITLE: President

LOCATIION: West Palm Beach, Florida

REPORTS TO: Board of Directors

FLSA: Exempt

OVERVIEW:

Junior Achievement of the Palm Beaches & Treasure Coast is seeking a dynamic and visionary leader to serve as its President. The President will be responsible for the overall strategic, operational, and financial management of the organization. This role requires a strong emphasis on leadership, community outreach, and fundraising, to advance the mission of inspiring and preparing young people to succeed in a global economy.

We seek a visionary executive leader who demonstrates the ability to pursue, nurture and maintain strong relationships leading the organization into its next stage of growth, innovation, and impact. The individual best suited to lead Junior Achievement of the Palm Beaches & Treasure Coast will excel at creating strategy, passionately advocating for the mission, and relentlessly pursuing operational excellence, financial performance/fundraising and governance as measured by the positive impact on our community.

KEY RESPONSIBILITIES:

Leadership and Strategic Vision

- Provide visionary leadership to the organization, ensuring alignment with the mission and strategic goals.
- Develop and implement strategic plans that enhance the organization’s impact and sustainability.
- Foster a culture of innovation, collaboration, and excellence among staff and volunteers.
- Represent the organization at local, regional, and national levels, serving as the primary spokesperson.

Fundraising and Resource Development

- Lead the development and execution of comprehensive fundraising strategies to secure operating gifts, grants, and sponsorships from individuals, corporations, and foundations.
- Identify and pursue new funding opportunities to support program expansion and organizational growth.
- Oversee grant writing and reporting processes to ensure compliance and successful outcomes.
- Engage with the Board of Directors in fundraising efforts and provide them with the necessary tools and support.

Community Outreach and Partnerships

- Cultivate and maintain strong relationships with school districts in Palm Beach, Martin, St. Lucie, Indian River, and Hendry counties, political and community leaders, educational institutions, businesses, and other stakeholders.
- Enhance the organization’s visibility and reputation within the community through effective public relations and marketing strategies.
- Advocate for the organization’s mission and programs to various audiences, including policymakers, donors, and the general public.

Operational and Financial Management

- Ensure the effective management of the organization’s resources, including budgeting, financial planning, and reporting.
- Oversee program development and delivery, ensuring high-quality and impactful educational experiences for students.
- Implement policies and procedures that promote operational efficiency and accountability.
- Recruit, develop, and retain a high-performing team of staff and volunteers.
- Ensure the financial strength of the operations to support strategic plans and sustainability of the organization.
- Develop a budget and manage financial resources to meet or exceed all objectives.
- Establish accurate and timely financial reporting plus analysis of financial statements

QUALIFICATIONS:

- Bachelor’s degree or equivalent business experience.
- Proven experience in a senior leadership role, preferably within a nonprofit organization.
- Demonstrated experience in fundraising and fostering relationships within the community, with knowledge, experience, and relationships within the South Florida area.
- Leads with a strong moral and ethical compass.
- Experience working with a board of directors.
- Demonstrated success in fundraising, community outreach, and partnership development.
- Strong financial acumen and experience managing budgets and financial operations.
- Excellent communication, interpersonal, and public speaking skills.
- Ability to inspire and motivate diverse groups of stakeholders.
- Passion for education and youth development.

ABOUT JUNIOR ACHIEVEMENT OF THE PALM BEACHES & TREASURE COAST

As one of the world’s most impactful youth-serving organizations, Junior Achievement offers experiential and immersive learning opportunities in areas such as work readiness, financial literacy, entrepreneurship, sustainability, and more.

Junior Achievement of the Palm Beaches & Treasure Coast, a member of this global network, stands out as one of the few organizations with the scale, experience, and passion needed to cultivate a brighter future for the next generation of innovators, entrepreneurs, and leaders. JA’s vision is for youth to develop the skills and mindset necessary to build thriving communities.

Title: President
Scope: Full Time Position (Exempt/Salaried)
Reports to: Junior Achievement of the Palm Beaches & Treasure Coast Board of Directors
No. Staff: 7
Annual Budget: \$1,300,000
Salary Range: \$130,000 - \$170,000 *(Based on experience and record of accomplishment)*
Benefits: Competitive benefits package

APPLICATION PROCESS

Interested candidates are invited to submit their resume and a cover letter detailing their qualifications and vision for the role to presidenthiring@ja.org, *reference Junior Achievement of the Palm Beaches.*

For more information about Junior Achievement of the Palm Beaches & Treasure Coast, please visit our website.

PHYSICAL REQUIREMENTS: The physical demands described below are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform essential functions. While performing the duties of this job, the employee is frequently required to: sit, walk, occasionally required to reach with hands and arms, continually required to talk or hear, occasionally required to bend, lift, or climb, and frequently required to lift and carry light weights (25-50 pounds), and specific vision abilities include: close vision, distance vision, and ability to adjust or focus.

Junior Achievement of the Palm Beaches & Treasure Coast recruits, employs, trains, compensates and promotes regardless of race, religion, color, national origin, sex, disability, age, veteran status, and other protected status as required by applicable law. This position description in no way states or implies that these are the only duties to be performed by the employee occupying this position. Employees will be required to follow any other job-related duties in cooperation with the Board of Directors and within the scope of requirements for JA USA®. This document does not create an employment contract implied or otherwise, other than an “at-will” relationship.