



**JUNIOR STATE OF AMERICA FOUNDATION/JUNIOR STATE OF AMERICA**

Job Title: Director of Growth & Strategic Partnerships

Department: Growth & Strategic Partnerships

Reports to: CFO/COO

Approved Date:

Classification: Exempt

**About the Organization:**

*Concerned about the future of American democracy? Excited about the rising generation of leaders? Interested in supporting a brighter future for all, and helping create a more productive dialogue across difference? Join the team at the Junior State of America Foundation!*

Since 1934, the allpartisan Junior State of America (JSA) has helped more than 400,000 students acquire the knowledge and skills necessary to be active participants and effective leaders in all facets of our society. With our student-led, student-run model and rigorous learning opportunities, JSA enables students to experience the challenges and responsibilities of leadership and connecting across difference, while developing 21<sup>st</sup> century skills applicable in any endeavor. JSA Chapters serve as centers of political awareness in schools, JSA conventions bring thousands of students together to learn with one another, and JSA summer programs offer campus-based, college-level experiences. We are committed to developing an even more ideologically, geographically, and demographically diverse set of leaders, who work over their lifetimes to build our nation's future.

For more information, please visit our website: [www.jsa.org](http://www.jsa.org).

**Position Summary:**

The Director of Growth & Strategic Partnerships cultivates and expands strategic partnerships with school districts, school networks, and youth-serving and community organizations. The Director leads the development and execution of the outreach strategy with the support of a small team of direct reports focused on individual outreach and marketing. The Director's focus is driving the recruitment process; building a durable, vibrant pipeline of new participants and partners; qualifying and tracking prospects; and supporting student-to-student recruitment efforts.

This is a new position, specifically tasked with expanding the 14,000 students and 400 schools who participate in JSA.

The successful candidate will have at least five years of demonstrated experience cultivating and sustaining high-impact community and school partnerships, and/or relevant and transferable experience in large-scale outreach, admissions, talent recruitment, account

management, business development, sales and marketing, or community organizing. This person will thrive in dynamic, collaborative environments, and is driven by meeting and exceeding goals for a mission-driven organization.

## **RESPONSIBILITIES**

- Develop and execute a comprehensive outreach strategy to meet and, ideally, exceed goals
- Cultivate strong relationships with potential community partners through persistent, targeted outreach
- Lead efforts to engage schools and community organizations who work with students from underserved communities, as well as a variety of political perspectives, and otherwise enhance diversity in JSA programs
- Manage a portfolio of existing community partners, with a focus on partner retention and expansion
- Effectively recruit school district and school network partners to host JSA Chapters and involve students in JSA Programs
- Track progress towards goals by maintaining accurate records, and leverage data and dashboards in Salesforce to enhance learning and strategy
- Supervise and support the professional development of 2-3 direct reports
- Collaborate closely with JSA Program Team to ensure a smooth “handoff” of qualified prospects
- Collaborate with JSA Program Team to improve the efficiency of the JSA’s systems and processes as programs continue to scale
- Market JSA’s programs through calls, webinars, email campaigns, social media, and conferences
- Mentor high school students in their outreach and engagement efforts
- Supervise a team of 1-2 energetic and committed staff members

## **REQUIREMENTS**

- Bachelor’s degree or equivalent experience required
- Commitment to JSA’s mission, student empowerment, as well as diversity, equity, and belonging
- Five or more years prior experience in partner outreach, management, recruitment, admissions, business development, account management, community organizing and/or similar
- Track record of successfully cultivating long-term community partnerships and scaling programs
- Demonstrated experience leading multiple projects and balancing competing priorities
- Strong presentation skills; comfortable engaging stakeholders at various levels
- Preferably, experience designing marketing engagement campaigns, using Pardot or another Salesforce-based marketing application is strongly preferred.
- Thrives in a dynamic environment; able to work effectively under pressure to meet tight deadlines and goals

- Desire to learn and grow; team player with a flexible, creative, and analytical approach to problem solving
- Successful track record in setting priorities, shaping processes, and executing quickly and effectively
- Personal qualities of integrity, credibility, maturity, positivity and confidence

### **Working Conditions and Travel**

We work with 14,000 of the most interesting and promising high school students in the nation; 140,000 interesting and engaged alums; and 20 dedicated and welcoming team members.

We have two recently renovated offices: on the waterfront in Oakland's Jack London Square, and in Washington DC's vibrant Dupont Circle. Both easily accessed by public transportation. Well-lighted, heated and air-conditioned indoor office setting with adequate ventilation. Requires travel up to 20% and working occasional weekends and weeknights.

**Application Deadline:** Apply no later than **August 30, 2019**

**How to Apply:** Email resume and cover letter to [jobs@jsa.org](mailto:jobs@jsa.org). Include "**Director of Growth & Strategic Partnerships – (Your Name)**" in the subject line. Due to the high volume of interest, we cannot accept phone calls.

**Anticipated Start Date:** September - October 2019

### **Compensation & Benefits:**

The salary range is between \$80,000 and \$100,000, commensurate with experience and qualifications. We value our employees' time and efforts. Our commitment to your success is enhanced by our competitive annual compensation, and by an extensive benefits package that includes paid time off; compensatory time off; Employee Assistance Program; medical, dental and vision benefits; and a commitment to individual growth and professional development.