

## Position Announcement

### Director of Development and Stewardship

OMNI is honored to be retained by [Junior Achievement of Greater Kansas City](#) in their search for a **Director of Development and Stewardship**. This role will lead fundraising efforts for the organization through the next stage of transformative growth.

Junior Achievement teaches kids crucial financial decision-making skills and cultivates their entrepreneurial mindset, helping them find their passion and design a promising career. With over a century of success, Junior Achievement is the leader in experiential learning; redesigning the K-12 education experience to create economic opportunity and mobility for all youth.

### Position Summary

Reporting directly to a highly-respected President & Chief Executive Officer and leading a team of two, the Director of Development and Stewardship will be responsible for:

- Creating and maintaining the infrastructure needed to increase revenue and support across individual, corporate, special event, and major donors
- Securing fundraising targets and goals set by President and Board of Directors through the development and implementation of an annual development plan (2023 Goal: \$3 million)
- Developing targeted strategies for donor cultivation, engagement, and stewardship across donor segments to increase financial support and manage programs, including managing all information and processes in CRM, in conjunction with the Database Manager
- Managing a portfolio of donors and prospects
- Managing JA's grant program; plans grant request calendar, promotes positive relationships with grantors, manages grant reporting process, including disbursement and invoicing
- Overseeing and managing the creation, planning, sponsorship solicitation, and execution of special events
- Serving as liaison to Board of Director fundraising committee and as a member of the organization leadership team

### Position Qualifications

- 5+ years fundraising experience with proven track record of success
- Demonstrated success with Direct Mail, Major Gifts (\$10k and above), Stewardship, and Campaigns
- Experience leading and developing a strong team
- Seasoned in project management, moves management, and strategic leadership
- Excellent communication and relationship building skills
- Ability to work in a fast-paced environment

The targeted starting salary for this position is \$105,000, dependent upon qualifications. Junior Achievement also offers a competitive benefits package, a hybrid work schedule (60% in office), and an outstanding culture with high employee engagement as a top priority. We appreciate your suggestions or referrals to professionals who may have an interest in this outstanding opportunity. Formal interest accepted through the [OMNI Executive Career Portal](#). Please direct all inquiries to:

#### OMNI Human Resource Management

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