



## **PRESIDENT, JUNIOR ACHIEVEMENT OF THE SPACE COAST**

Junior Achievement of the Space Coast (JASC) seeks a results-oriented executive leader to serve as President. This role is responsible for leading fundraising and revenue development efforts, ensuring financial sustainability, overseeing operations, and advancing JASC's mission in close partnership with the Board of Directors.

This position is best suited for a hands-on nonprofit executive with a strong track record in fundraising, donor engagement, and organizational management. The President will focus on execution, accountability, and relationship-building to strengthen JASC's impact across the Space Coast.

JASC has been continuously operating since 1984, working within a school system of over 80,000 students. With an annual budget of \$750,000, we serve almost 16,000 students per year. We have over 400 volunteers and a 45-person Board of Directors. For more information, visit our website at [www.jaspacecoast.org](http://www.jaspacecoast.org).

JASC is located on Florida's Space Coast, in East Central Florida, which includes Kennedy Space Center, Port Canaveral, Patrick Space Force Base, Titusville, Cocoa Beach, Melbourne, and Palm Bay. For information on the Space Coast visit these websites:

<https://www.visitSpaceCoast.com/> and <https://spacecoastedc.org/>.

### **Compensation**

A competitive compensation package, including base salary, incentive payments, and benefits, will be offered. Benefits include health insurance, retirement options, paid time off, and holidays.

### **Operations and Finance**

- Ensure operational excellence to achieve program strategy, and ensure financial, human resource, development, marketing, digital, and business systems are well-established and resourced with planning, implementation, and accountability.
- Ensure the financial stability of JASC to support operational and strategic plans and sustainability of the organization including the development and implementation of effective fund-raising campaigns and other innovative approaches to raising funds, accurate and timely financial reporting, analysis of financial information; responsible for year-end audit and 990; development of a budget and management of financial resources to meet all organizational objectives.

## **Board Governance**

- Manage activities of Board of Directors to develop, maintain, and monitor policies, engagement, volunteerism, and support of the organization.
- Build relationships with Board Members to ensure long-term success and stability of the organization.
- In partnership with Board leaders and outside counsel, identify, evaluate, and mitigate a broad range of organizational executive responsibilities such as legal, financial, regulatory, reporting, brand, and other accountabilities.
- Ensure JASC operates in compliance with its Licensing and Operating Agreement with JA USA® and works actively in collaboration with JA USA® for the mutual benefit of both entities.
- Assist and support the Board Governance Committee for board recruiting, policy development, and proper governance.

## **Organizational Strategy & Leadership**

- Provide clear direction and strong execution to align staff, volunteers, and partners around organizational priorities and measurable outcomes.
- Collaborate with staff to align internal capacity with programming calibrated to regional priorities.
- Design and implement short- and long-term planning to strategically position the organization for stability and sustainable growth aligned with education and community partners.
- Provide thoughtful leadership that is inclusive, transparent, and empowering in a manner that supports and guides the organization's mission.
- External Relations & Fundraising
- Serve as the primary spokesperson for JASC to advance the mission within the community and serve as an advocate and storyteller who can motivate, inspire, and influence others.
- Position the brand and represent JASC with the public, businesses, government agencies, education partners, and community groups to drive strategy and success.
- Lead and engage staff, volunteers, and Board members to secure diverse philanthropic, corporate, foundation, public, and other revenue sources and cultivate relationships with new and existing donors, funders, and partners.
- Personally cultivate, solicit, and steward major donors and key corporate partners.
- Design and activate high impact special events and activities that uniquely position JASC locally and in the corporate marketplace.

## **People Management & Culture Building**

- Recruit, develop, and motivate staff to be successful in achieving organizational objectives, goals, and results while fostering a climate of inclusiveness, initiative, and accountability.

- Lead by example to build a culture that attracts and leverages the talents of team members, stakeholders, and partners in order to maximize community impact.

## CANDIDATE PROFILE

We are open to considering many different professional backgrounds and recognize that no one individual will possess every qualification outlined. As a successful candidate, you will bring many of the following qualifications and attributes:

- You demonstrate passion for our mission to transform the lives of Space Coast students through experiential and immersive learning opportunities in work readiness, financial health, entrepreneurship, and sustainability—equipping young people with the skills, mindsets, and post-secondary opportunities needed to increase their economic mobility—whether through personal background, professional experience, or volunteerism.
- You are a persuasive and engaging communicator who can connect with and inspire a wide range of audiences to support and grow our work and impact.
- You are a skilled relationship builder, advocate, and convener, with experience representing an organization to various donors, partners, and community members.
- You are a team-oriented leader and manager, with experience fostering a supportive and equitable culture that welcomes all team members, encourages their success, and empowers them as leaders.
- You have a reputation for gaining confidence and trust of others through honesty, integrity, and authenticity.
- You are an experienced executive with proven success in executing strategy, managing operations, and guiding organizations through transition and growth.
- You have strong administrative and financial management skills and the ability to leverage technology to enhance efficiency and effectiveness.
- You can set priorities and execute plans that strengthen organizational performance while staying true to the values and mission that guide the work.
- You have experience taking decisive action with calculated risks and working at times with incomplete information or ambiguity.
- You remain grounded and steady in the face of change, with a focus on accountability and mission impact.

### In addition, strong candidates will offer:

- 10+ years of increasing organizational management experience in nonprofit, corporate, or public sector roles.
- Demonstrated experience in fundraising and/or cultivating and stewarding relationships with individual, corporate, foundation, public, or other funding partners, or transferable experience.
- Passion for and commitment to educational equity, youth development, financial literacy, and/or entrepreneurship.
- Excellent communication and interpersonal skills.
- A strong moral and ethical compass.

## **APPLICATION PROCESS**

Send cover letter and resume to [presidenthiring@ja.org](mailto:presidenthiring@ja.org) by Monday, March 3, 2026. Ensure “JA Space Coast” is in the subject line. Only complete submissions will be considered.