



Junior Achievement of Southwestern Indiana

Job Posting

Development Manager

Creating impactful and integrated experiences in financial literacy, college and career readiness, and entrepreneurialism; Junior Achievement of Southwestern Indiana (JASWIN) is on a mission to prepare kindergarten through 12th grade students within southwestern Indiana and southeastern Illinois to become young people for success. JASWIN partners with local, regional, state, and national businesses; government representatives; community representatives; and other non-profit organizations to create meaningful experiences for students. Our impactful work is guided by our values:

- Do the right thing.
- Do what you say.
- Lead with a can-do attitude!
- Be humbly confident.
- Grow or Die.

JASWIN is excited to be seeking a Development Manager with experience and a preferred educational attainment of a bachelor's degree to work with our high-performing and dedicated team. This role will work closely with the Director of Development and Development Manager to strategically communicate with our stakeholders and community the impact we are making with our students. In addition, the Development Manager will support and participate with the Development Team to manage a portfolio of existing investors, develop relationships with new investors, and align organizational priorities to support the financial stability of the mission. We value individuals who take ownership of their work and hold themselves accountable and seek candidates who share this commitment.

You could be the right person for this important seat if you:

1. Are inspired by our core values, mission, and opportunity to inspire and prepare students within life skills of financial literacy, career and postsecondary readiness, and entrepreneurialism to experience success.
2. Partners with the Director of Development to implement, analyze, and revise the funds development plan.
3. Collaborate and steward all stakeholders to support volunteerism and create and deliver funding and sponsorship proposals.



4. Possess strong technology skills including crafting documents and materials, using Microsoft Office, inputting and analyzing data within our CRM.
5. Have exemplary professional communication skills, both written and verbal. You have a unique gift for the spoken and written word, are highly articulate and can adapt your approach to resonate effectively with diverse audiences.
6. Experience with authorship, implementation, and analysis of grants to support strategic initiatives and programs.
7. Flexible enough to handle multiple projects simultaneously and pivot to address the opportunities of the new day while meeting deadlines.
8. Desiring a collegial environment, you are bright, warm, engaging, and open to serving others to meet the demands of the organization.
9. You are professional, resourceful, and enjoy building into others. You listen to input and solve problems with grace and poise.
10. Readily admit mistakes and seek assistance; actively participate and candid; be real, raw, open, and honest in your communication; provide exceptional service and response to internal and external customers; contribute to a culture of accountability; be adaptable, flexible, and ready to pivot; engage with others in a bright, warm, engaging way; go out of your way to help and serve others.

If this sounds like the perfect opportunity for you, we would love to get to know you. Apply today if you're a good match, we'll reach out to you about scheduling a conversation.

We welcome applications from people of all gender identities, age, ethnicity, nationality, religion, sexual orientation, and disability. Diverse teams will allow us to better meet the evolving needs of our stakeholders and care for our future!