



Statewide Development Manager (Full-Time, Hybrid)

Location: Auburn Education Center, Auburn, WA
 Schedule: Hybrid (2-3 days onsite per week or as needed)
 Reports to: Chief Development Officer
 Status: Exempt
 Pay Range: \$80,000 - \$90,000 Annually
 Budget: \$750,000 - \$900,000

Position Summary:

The Statewide Development Manager is responsible for planning, organizing, and executing fundraising initiatives to secure revenue that meets Junior Achievement of Washington's business objectives. The Statewide Development Manager works under the direction of the Chief Development Officer in all development and fundraising endeavors, including the major gifts program, annual funds, special events, and capital campaigns.

This role is responsible for prospecting, establishing, and nurturing partnerships at the State level. This role works closely with the development and programs team to match partners with JAWA's programming and fundraising opportunities. Additionally, this role is responsible for recruiting volunteers from corporate partners and recognizing their service. This position is based in Auburn, WA, and will be a Hybrid position.

Key Responsibilities:

- Lead the execution of comprehensive, long-term fundraising strategies, including corporate annual giving, major gifts, corporate grant submission, corporate partnerships, sponsorships, and JA-specific campaign initiatives.
- Leads efforts to identify, cultivate, solicit, and steward corporations whose priorities align with JA's mission and strategic plan—advancing organizational goals and driving impact across Washington.
- Prepares materials for meetings with existing and prospective donors.
- Execute strategic, long-term fundraising initiatives encompassing annual giving, major gifts, grants, partnerships, sponsorships, and JA-focused funding campaigns.
- Lead a comprehensive stewardship program that meaningfully engages corporations, volunteers, and donors—strengthening relationships, increasing funder retention, and enhancing revenue. This program ensures a consistent resource pipeline while elevating the JA of Washington brand through intentional, relationship-driven strategies.
- Fosters superior relationship-building capacity with key partners such as, corporate entities, other non-profit agencies, educational institutions, and other constituents to manage fundraising campaigns through direct solicitations and proposals.
- Ensure execution of fundraising campaigns—including annual, recurring, and special initiatives—while providing timely and accurate reports on the progress of all fundraising activities.
- Assist with the management of information systems, tracking prospects, solicitors, and funding history. Assure that all data remains up to date and correct. Invoices and collects pledges promptly; prepares accurate and timely reports to campaign leadership.

- Collaborates with the Resource Development Committee to guide strategic fundraising efforts; oversees execution of the yearly development calendar outlining timelines, procedures, and shared responsibilities to ensure alignment and accountability across the team.
- Assists with preparing the income and expense budget, including the tracking of revenues, expenses, and budget adjustments.
- Work with new and established corporate partners to identify corporate-driven student-facing programs and work closely with the Statewide Program Director and the programming team to plan and implement programming partnerships.
- Serve as the strategic contact for corporate partners. Ensure that the transition of the partner contact to the programs team for implementation is smooth and seamless.
- Collaborate with Statewide Program Director to develop and deliver presentations to corporate partners and potential volunteer recruits.
- In close coordination with the Program Team leadership, develop innovative programmatic solutions to meet partner and JAWA needs.
- Recruit new and returning volunteers from the corporate sector for all programs to meet programming needs.
- Donor Analytics & Strategy Optimization: Analyze donor trends and campaign performance to inform strategy.

Qualifications:

- Bachelor's degree in a related field or equivalent combination of education and experience, with a minimum of seven years of successful fundraising experience involving corporate and foundation solicitation
- Excellent oral and written communication skills, emphasizing public speaking, persuasive communication, effective listening, and the ability to listen and translate concepts into language that connects with specific constituents
- Proven track record in corporate fundraising initiatives; proven experience in meeting deadlines & exceeding goals
- The ability to manage multiple priorities is essential. Good organizational skills. Proven ability to maintain confidential information
- Proficient and experienced in Microsoft Office and fundraising database platforms
- Energetic and willing to work hands-on in developing and executing various fundraising activities, ranging from the routine to the highly creative and visible
- Shows a willingness to put the time in to do the job well, including working occasional evening events and (rare) weekends
- The candidate must have a valid driver's license and vehicle transportation required to meet the position's responsibilities

Benefits:

JAWA pays 100% of employee premiums for Medical/Dental & Vision/Employee Life Insurance

- Medical Insurance
- Delta Dental & Vision Insurance
- 401K - TransAmerica
- Life Insurance- Employee
- Family and Dependent Life Insurance
- Vacation and Wellness leave
- Paid holidays and Winter Break
- Paid Personal leave days
- Long Term Disability Insurance

Physical Requirements:

The physical demands described below are representative of those that must be met by an employee to perform the essential functions of this job successfully. Reasonable accommodation may be made to enable individuals with disabilities to perform the 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, 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

About Junior Achievement of Washington (JAWA)

Junior Achievement of Washington is dedicated to inspiring and preparing young people to succeed in a global economy. Each year, JAWA reaches thousands of students through hands-on, relevant learning experiences that empower them to manage money, plan for their futures, explore entrepreneurship, and prepare for college or careers.

Our team is passionate about our mission, bridging business and education to support students from kindergarten through high school. We work closely with community leaders who generously contribute their time, resources, and expertise to help students thrive.

JAWA fosters a collaborative and inclusive work environment, offering team members the opportunity to make a meaningful impact on the lives of young people across Washington.

Junior Achievement of Washington is an Equal Opportunity Employer. JA of Washington does not discriminate based on race, religion, color, sex, gender identity, sexual orientation, age, non-disqualifying physical or mental disability, national origin, veteran status, or any other basis covered by appropriate law. The position description in no way states or implies that these are the only duties to be performed by the employee. This document does not create an employment contract, implied or otherwise, other than an "at-will" relationship. www.washington.ja.org

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