

Vice President of Philanthropy

Location: Miami, Florida (Hybrid)

Reports To: President & CEO

Status: Full-Time, Exempt

About Junior Achievement of Greater Miami

For 70 years, Junior Achievement of Greater Miami has helped young people learn how money works, how businesses are built, and how to prepare for life after graduation.

We believe young people shouldn't have to learn everything the hard way.

Through hands-on experiences in financial literacy, entrepreneurship, and career readiness, we help students build the skills, confidence, and mindset they need to succeed in work, business, and life.

Over the past two years, JA Miami has grown by **62%**, expanding our reach, growing partnerships across the community, and creating more opportunities for students throughout Miami-Dade and the Florida Keys.

We've built the foundation. Now we're scaling the impact.

With growing community support, exciting new initiatives launching this fall, and a clear vision for the future, we're investing in the people, systems, and infrastructure needed to support our next phase of growth.

We're a lean, ambitious team with big goals, a strong sense of urgency, and a belief that great ideas only matter if they're executed.

If you're energized by growth, motivated by results, and excited by the opportunity to help build something meaningful, you'll fit right in.

This is a rare opportunity to join a growing organization and play a meaningful role in shaping what comes next.

Position Summary

Junior Achievement of Greater Miami is seeking a dynamic, resourceful, and results-oriented Vice President of Philanthropy to lead and grow the organization's fundraising efforts.

This is not a role for someone who waits for perfect conditions, established systems, or fully developed pipelines before taking action.

This is a highly relationship-driven role that requires an active presence in the Miami community and regular in-person engagement with donors, sponsors, volunteers, business leaders, and community partners. Candidates must reside in the Miami area or be willing to relocate.

We are looking for a builder. Someone who can see opportunity, move quickly, and turn relationships into results.

The Vice President of Philanthropy will lead revenue generation across corporate partnerships, sponsorships, major gifts, foundations, grants, events, annual giving, and emerging fundraising opportunities. This person will oversee a small but growing development team while personally cultivating relationships and advancing opportunities that drive revenue growth.

This is a hands-on leadership role. The Vice President of Philanthropy is expected to lead, coach, and hold the team accountable while remaining actively engaged in donor cultivation, sponsorship development, relationship management, and fundraising efforts.

The ideal candidate is a strong storyteller, relationship builder, manager, and fundraiser who knows how to move opportunities forward, create momentum, and produce results. They are comfortable operating in a growing organization where priorities evolve, resources may be limited, and the ability to identify opportunities and act quickly is essential.

This role is ideal for someone who enjoys building. As JA Miami continues to grow, we're investing in the systems, processes, and fundraising infrastructure needed to support our next phase of expansion.

The successful candidate will thrive in an entrepreneurial environment where initiative, adaptability, problem-solving, and execution matter as much as experience.

What Success Looks Like

In the first 12 months, the successful candidate will:

- Meet or exceed annual fundraising goals.
- Build strong relationships with donors, sponsors, foundations, board members, and community partners.
- Create momentum across the fundraising operation and increase movement throughout the donor pipeline.
- Develop and motivate a high-performing fundraising team with clear goals, accountability, and focus.
- Strengthen pipeline management, forecasting, and portfolio discipline.
- Balance donor retention, donor upgrades, lapsed donor recovery, and new donor acquisition.
- Improve visibility into fundraising performance through consistent reporting, CRM management, and team accountability.
- Help strengthen the systems and infrastructure needed to support JA Miami's continued growth.
- Serve as a visible ambassador for JA Miami throughout the community.

Why This Role Is Different

Many fundraising leadership roles focus on maintaining established operations.

This role is different.

While JA Miami has experienced significant growth, we're continuing to strengthen our fundraising infrastructure, systems, and team capacity to support what's next.

The successful candidate will inherit momentum, opportunity, and strong community support, but should be excited by the challenge of building, improving, and helping shape the future of a growing organization.

We're looking for someone who sees opportunity where others see obstacles.



Key Responsibilities

Revenue Growth & Fundraising Leadership

- Develop and execute an annual fundraising strategy that supports organizational growth and revenue goals.
- Lead fundraising efforts across corporate partnerships, sponsorships, foundations, grants, major gifts, annual giving, events, and emerging revenue opportunities.
- Partner with the President & CEO to identify, cultivate, solicit, and steward key donors and community stakeholders.
- Personally manage and grow a portfolio of major donors, sponsors, and prospects.
- Make direct asks and confidently advance significant funding opportunities.
- Expand existing relationships while identifying new philanthropic opportunities throughout the community.
- Ensure a balanced fundraising approach that includes retention, upgrades, reactivation of lapsed donors, and new donor acquisition.

Team Leadership & Accountability

- Lead, coach, mentor, and motivate fundraising staff.
- Establish clear responsibilities, activity expectations, portfolio assignments, and revenue goals.
- Conduct regular portfolio and pipeline reviews.
- Foster a culture of accountability, initiative, collaboration, and results.
- Help team members prioritize effectively and focus on activities that generate the greatest impact.
- Hold staff accountable for follow-through while providing support and coaching needed for success.

Pipeline Management & Sales Discipline

- Apply a structured sales-oriented approach to fundraising, including prospecting, qualification, cultivation, solicitation, stewardship, and renewal.
- Maintain visibility into fundraising pipelines and revenue forecasts.
- Ensure opportunities are actively moving through the donor cycle.
- Monitor fundraising activity and progress toward goals.
- Identify bottlenecks and implement solutions that improve outcomes and efficiency.



- Maintain a bias toward action and execution.

Donor Relations & Stewardship

- Build long-term relationships with donors, sponsors, foundations, board members, volunteers, and community leaders.
- Ensure exceptional stewardship practices that strengthen donor retention and engagement.
- Collaborate with organizational leadership to communicate impact stories, successes, and funding opportunities.
- Represent JA Miami professionally and confidently in meetings, presentations, events, and community gatherings.
- Serve as a persuasive advocate for the organization's mission and vision.

Technology, AI & Modern Fundraising

- Utilize CRM systems and fundraising technology to manage relationships, track activity, and support decision-making.
- Leverage AI and emerging technology tools to enhance donor research, prospecting, stewardship, proposal development, reporting, and fundraising effectiveness.
- Understand digital fundraising trends and opportunities that support donor engagement and revenue growth.
- Use data and insights to prioritize efforts, improve outcomes, and identify new opportunities.
- Balance the use of technology with relationship-driven fundraising practices.

Organizational Growth & Continuous Improvement

- Help strengthen development operations as the organization continues to grow and scale.
- Improve systems, processes, reporting, and team effectiveness while maintaining focus on results.
- Thrive in an environment that is building infrastructure and expanding capacity.
- Demonstrate flexibility, creativity, and problem-solving as organizational needs evolve.
- Contribute ideas and solutions that help position JA Miami for long-term growth and sustainability.

Required Experience & Qualifications

- 7-10 years of fundraising, development, sales, business development, relationship management, or related leadership experience.
- Demonstrated success securing philanthropic investments, sponsorships, grants, partnerships, or major gifts.
- Experience managing fundraising portfolios, pipelines, and revenue goals.
- Experience leading, coaching, and developing team members.
- Strong understanding of donor cultivation, solicitation, stewardship, and relationship management.
- Excellent communication, storytelling, presentation, and relationship-building skills.
- Proficiency with CRM systems and donor management platforms.
- Excellent judgment, initiative, and problem-solving ability.
- Highly organized without becoming process-dependent.
- Entrepreneurial mindset with a strong bias toward action.
- Ability to thrive in a fast-paced, evolving environment.
- Passion for creating opportunities and brighter futures for young people.

Preferred Experience

- Experience leading fundraising efforts across multiple revenue streams, including individuals, corporations, grants, foundations, sponsorships, and events.
- Experience using AI tools and modern fundraising technology to improve prospecting, stewardship, reporting, and fundraising effectiveness.
- Experience in a growing organization, startup environment, or building function.
- Familiarity with Salesforce, Raiser's Edge, or similar donor management systems.
- Experience working with boards, volunteers, and community leaders.

The Candidate We Are Looking For

We are seeking someone who is resourceful, proactive, intuitive, and driven.

Someone who sees opportunity where others see obstacles.

Someone who is comfortable making the ask, solving problems, building relationships, and creating momentum.

Someone who understands that systems support fundraising, but relationships and results drive it.

Someone who can coach a team, manage a pipeline, leverage technology and AI tools, and confidently represent the organization throughout the community.

Most importantly, we're looking for a builder who is excited to help shape the next chapter of JA Miami and turn opportunity into impact.

Benefits

We value our team and are committed to supporting their success through a comprehensive benefits package, including:

- Medical, dental, and vision insurance
- 401(k)
- Paid time off and company holidays
- Hybrid work environment
- Professional development and growth opportunities
- Participation in a mission-driven, collaborative culture
- Opportunities to engage directly with community leaders, volunteers, board members, donors, and corporate partners

Interested?

If you're energized by growth, passionate about building relationships, and excited by the opportunity to help scale one of South Florida's leading youth-serving organizations, we'd love to hear from you.

Please submit your resume and a brief cover letter describing your interest and relevant experience to contact@jamiami.org.



**Junior
Achievement™**
of Greater Miami

Join us in helping young people build the skills, confidence, and mindset to own their futures.

Junior Achievement of Greater Miami is an Equal Opportunity Employer and values diverse backgrounds, experiences, and perspectives.

July 2026