

MORRIS & BERGER

Position Description

PRESIDENT & CEO

JUNIOR ACHIEVEMENT OF SOUTHERN CALIFORNIA (Los Angeles, CA)

JUNIOR ACHIEVEMENT USA:

Junior Achievement USA's mission is to inspire and prepare young people to success in a global economy through partnership of educators, volunteers, philanthropy, and business. As the world's largest organization dedicated to giving young people the knowledge and skills they need to own their economic success, plan for their future, and make smart academic and economic choices, Junior Achievement USA annually reaches 4.8 million students in more than 100 markets across the United States. Globally, Junior Achievement Worldwide reaches 10.6 million students in 117 countries. Programs are delivered by corporate and community volunteers who provide relevant, hands-on experiences that give students from kindergarten through high school knowledge and skills in financial literacy, work readiness, and entrepreneurship.

JUNIOR ACHIEVEMENT OF SOUTHERN CALIFORNIA:

Junior Achievement of Southern California is the leader in educating youth about careers, money and managing the economics of life. Operating in Los Angeles, Riverside, Ventura, San Bernardino, Orange, and Kern Counties, Junior Achievement of Southern California serves more than 70,000 students annually.

In partnership with more than 350 schools, 4,000 volunteers from the workforce and diverse corporate and community partners teach and lead students through the JA Classroom, Job Shadow and JA Finance Park programs. An innovative and nationally recognized financial literacy laboratory, JA Finance Park allows middle and high school students to see, touch, and live the experience of personal finance in a real-life setting of stores, shops, and financial institutions, by basically becoming "an adult for the day." Junior Achievement of Southern California integrates curriculum on entrepreneurship, financial literacy and work readiness into the classroom for students, kindergarten through high school.

Junior Achievement of Southern California has played an important role in California's workforce and economic development, and is an integral component to the college and career readiness conversation.

For more information please visit: <http://www.jasocal.org>

RESPONSIBILITIES:

The President & CEO will be responsible for leading and advancing the organization's vision, strategic initiatives and priorities. Reporting to the Board of Directors, the President & CEO will oversee a team of 20 staff and a \$3.5 million budget. The President & CEO is expected to work cooperatively with Junior Achievement USA to ensure compliance with their operating agreement. The President & CEO will provide dynamic and proactive leadership over fundraising and of the organization's programs.

Specific responsibilities will include:

- Expand fundraising from all sources (individuals, corporations and foundations). In collaboration with the Board and the Chief Development Officer, identify and cultivate potential major donors. Create a fundraising strategic plan to sustain and grow existing donors and establish new relationships with prospective donors. Increase awareness and visibility of the organization within Southern California with the goal of expanding fundraising activity.
- Serve as the primary spokesperson for Junior Achievement of Southern California in order to promote the mission by clearly articulating its programs and impact on the community to individual donors, foundation boards and business leaders.
- Lead the development and delivery of all programs while ensuring the highest quality, effectiveness and efficiency, including creating models for assessing and tracking student learning, program impact and outcomes. Proactively seek out opportunities to incorporate new technologies, stay abreast of best practices and skillfully guide the organization through adaptation and innovation.
- Communicate effectively with the Board, providing them with timely and accurate information and facilitating the Board's operations and administration. Contribute to the identification, selection and recruitment of new Board members.
- Provide inspirational and hands-on leadership, team building and growth opportunities to the professional staff, while ensuring the highest quality, effectiveness and efficiency of the organization's programs and activities.

DESIRED TRAITS AND CHARACTERISTICS:

The Board seeks a visionary President & CEO who can demonstrate a commitment to the mission of Junior Achievement. The successful candidate will be strategic and entrepreneurial, seeing the big picture, identifying opportunities, and marshalling resources. Candidates should demonstrate a knowledge of fund development and have experience working with a variety of funding sources including foundations, corporations and individual donors. The President & CEO must be comfortable with public visibility and be an persuasive public speaker, projecting energy and enthusiasm. Strong interpersonal skills with a collaborative, engaging, energetic, and motivational style are expected.

The President & CEO will be a compelling, credible leader who can move an organization forward by inspiring and motivating people while being an active and intuitive listener who builds genuine relationships with staff, Board, donors, and community. The ideal candidate will maintain exceptional performance standards while practicing a nurturing and mentoring management style with staff. The President & CEO must be an authentic, trustworthy, and transparent leader who values consensus building and collaboration. The successful candidate will be an enabler and facilitator, a confident and focused individual for whom the ownership of ideas is less important than achieving the best results from a collaborative effort.

CAREER PATH LEADING TO THIS POSITION:

Qualified candidates will have seven to ten years of demonstrated success and loyalty in senior management positions within a nonprofit organization. Prior success in fundraising and board relations is essential. While experience with financial literacy and education programs would be ideal, candidates with other types of nonprofit experience will be considered. Although we anticipate that many candidates will have experience leading organizations, senior level leaders who aspire to be CEOs will also be considered.

EDUCATION:

A Bachelor's degree is required.

COMPENSATION:

Salary will be commensurate with qualifications and experience. A comprehensive benefits package will be provided.

TO APPLY:

Please direct inquiries, nominations, and applications, including resume and a letter of interest in confidence to:

Jay V. Berger or Karin Stellar
Morris & Berger
500 North Brand Boulevard, Suite 2150
Glendale, CA 91203
Telephone 818-507-1234 – Fax 818-507-4770
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Electronic submission is encouraged.