



## Position Title: Regional Development Director – Idaho

### About Junior Achievement

Junior Achievement of Utah and Idaho inspires and prepares young people to succeed in a global economy by connecting them with hands-on financial literacy, career readiness, and entrepreneurship learning experiences. Following our recent merger with Idaho, we are expanding our footprint in the state—and we're looking for a talented relationship-builder and fundraiser to help lead that growth.

### Position Overview

The Regional Development Director will play a key role in building JA's presence across Idaho through strategic fundraising, partnership development, and community engagement. This role requires someone who is highly organized, a strong communicator, and skilled at building meaningful relationships. The ideal candidate is also a proactive problem solver and confident decision maker, able to prioritize competing demands, and drive results in a fast-paced environment.

They will serve as the local face of JA in Idaho, cultivating partnerships with business leaders, foundations, and community partners to secure resources that support JA's mission. This individual will collaborate closely with the Utah leadership team to help expand JA's reach and impact across the state.

This is a leadership-track role with the opportunity to grow in responsibility as JA's Idaho region expands.

### Key Responsibilities

#### Fundraising & Sponsorship Development

- Identify, cultivate, solicit, and steward corporate, foundation, and individual donors.
- Develop and manage a portfolio of funding prospects to meet annual revenue goals.
- Secure sponsorships for programs, events, and student experiences throughout Idaho.
- Collaborate with the Utah development team on grant proposals, reports, and donor strategies.
- Track and report on fundraising activities and outcomes in alignment with organizational goals.

## Partnership Building & Community Engagement

- Represent JA at business, community, and education events.
- Build and maintain relationships with corporate, education, and nonprofit partners.
- Act as the primary local point of contact for Idaho sponsors, volunteers, and partners.
- Develop and execute engagement strategies that expand JA's presence in Idaho communities.
- Work closely with volunteers and community leaders to amplify program impact.

## Strategic & Operational Support

- Collaborate with program staff to support delivery of JA programs and ensure all sponsorship requirements are fulfilled in Idaho.
- Help identify volunteer and school partnerships to grow student reach.
- Provide input on regional growth strategies, budgets, and partnership plans.
- Use sound judgment to make day-to-day decisions that advance JA's mission locally.
- Maintain regular communication with the Utah leadership team to ensure alignment.

## Qualifications

- 3–5 years of experience in fundraising, business development, or nonprofit/community engagement.
- Proven success in cultivating partnerships to secure and maintain sponsorships or philanthropic gifts.
- Strong communication, networking, and presentation skills.
- Demonstrated ability to prioritize multiple projects, solve problems proactively, and make sound decisions.
- Entrepreneurial mindset with a passion for youth education, workforce readiness, and community impact.
- Willingness to travel within Idaho as needed.
- Familiarity with Idaho's business and education landscape is a plus.
- Bachelor's degree or equivalent combination of education and relevant work experience.

## Why This Role Matters

This is an exciting opportunity for someone who loves building relationships and making an impact. As JA's footprint in Idaho grows, so will the scope of this position—paving the way for future leadership opportunities. If you're looking for a meaningful role where you can grow with an organization while helping shape the future of Idaho students, we'd love to hear from you.

*Email resume, cover letter, and two references (prefer at least one professional) to Kristy Knecht, SVP, Education & Operations at [kristy@ja-utah.org](mailto:kristy@ja-utah.org).*