

Career Opportunity (posted December, 2022)

National Accounts and Partnerships Manager

At Junior Achievement (JA) Canada we are building our team and looking for a National Accounts and Partnerships Manager who is passionate about youth education, to spearhead national fundraising for 14 Charters across the country in support of delivering JA programs to Canadian youth.

JA Canada is the national office for JA in Canada, and a member of JA Worldwide. We have been providing financial literacy, workplace readiness and entrepreneurship programs in partnership with the Canadian education system since 1955. Designed to inspire, prepare and help youth succeed in a global economy, JA programs reach over 250,000 young Canadians every year.

JA focuses on experiential learning, extending from our core delivery model of in-classroom, volunteer-led programs. In pursuit of greater reach, relevance and impact, we are committed to digital transformation to leverage new technological resources and efficiencies, both for those in-classroom experiences, and also increasing reach via digital program accessibility for all Canadian youth. We currently offer more than 20 facilitated and eLearning program experiences for teachers and students in grades 3-12.

As the National Accounts and Partnerships Manager, you will support the Chief Development Officer (CDO) and be primarily responsible for relationship management and activation for a portfolio of existing corporate accounts, as well as developing a pipeline of potential new partners for JA strategic priorities across Canada. This position reports to the CDO at JA Canada.

A summary of work in two key areas includes, but is not limited to, the following:

1. Support the CDO leading renewal/re-engagement & growth-proposal development on a portfolio of 25+ corporate partnerships

- Assisting with relationship management on all existing and/or newly secured corporate/ institutional/ government relationships - both those that support and fund program delivery across the network and that support national office priorities
- As applicable, taking on the lead role for certain accounts
- Hosting and/or participating in regular review and planning meetings with corporate partners
- Supporting New Business Development (identification/research/outreach; proposals; follow-up & tracking)
- Onboarding partners and network stakeholders to new accounts
- Identify and cultivate growth and renewal plans

2. Communicate, monitor, and report on the deliverables and commitments in confirmed partner agreements

- Acting as the liaison between the fundraising, programs, finance and marketing teams at JA Canada and Charters, to inform, communicate and monitor agreement deliverables, including for partnerships that have more complex/comprehensive advanced metrics and requirements.
- Codifying partnership details and requirements into internal tracking and reporting tools, ensuring line of sight for applicable colleagues.
- Ensuring fulfillment of all partner rights and benefits, including equipping JA Charters & national office assets and instructions.
- Collecting and producing information for all regular reporting, deliverables tracking, and annual reporting.

Experience and Qualifications

- Minimum 3-5 years experience working with corporate partnerships in a non-profit setting, including activations of rights and benefits
- Experience in a federated model an asset
- Post-secondary education in a related field or additional years of experience desired
- Strong communication skills required, including verbal and written as well confidence in presenting to diverse audiences
- Works collaboratively with peers and stakeholders
- Detail oriented and able to independently manage competing priorities
- Strength working in the suite of Microsoft Office products required, Canva an asset
- Experience working with CRM software desired (e.g. Salesforce)
- Ability to plan and structure one's own work streams to meet deadlines with quality output

If you think this role is a good fit for you, we encourage you to submit your resume with a cover letter that highlights alignment to the position qualifications to careers@jacanada.org. The posting will remain open until a suitable candidate is secured.

JA Canada is committed to an inclusive, diverse, equitable and accessible environment where differences are valued and respected in all areas of our business. We welcome and encourage applications from people of all backgrounds and abilities. Accommodations are available on request for candidates taking part in all aspects of the selection process. JA Canada will not discriminate on the basis of race, ancestry, place of origin, colour, ethnic origin, citizenship, creed (religion), sex (including pregnancy and gender identity), sexual orientation or identity, disability, age (18 and over), record of offenses for which a pardon has been granted, marital status (including same sex partners), family status (being in a parent-child relationship), or any other grounds prohibited by the Ontario Human Rights Code.

We thank all candidates for their interest in advance. Based on anticipated volume of applicants, we will only respond to successful applications. An offer of employment with JA Canada is conditional upon the successful completion of a background verification check, subject to applicable laws and regulations.