

JUNIOR ACHIEVEMENT OF MIDDLE TENNESSEE

Development Manager, Corporate Relations & Sponsorships

Department: Development / Fund Development

Reports To: Vice President for Development

Location: Nashville, TN (in-office, with regular local travel throughout Middle Tennessee)

Employment Type: Full-time, exempt

Compensation: \$60,000–\$70,000, commensurate with experience, plus benefits

About Junior Achievement of Middle Tennessee

Junior Achievement of Middle Tennessee (JA Middle TN) prepares young people for economic success through hands-on programs in financial literacy, work readiness, and entrepreneurship. Every program JA delivers is made possible through partnerships with the corporate community, and the Development team is responsible for building and sustaining the relationships that fund our mission across Middle Tennessee.

Position Summary

The Development Manager, Corporate Relations & Sponsorships is a fundraising role responsible for cultivating, securing, and stewarding corporate partnerships and event sponsorships that support JA Middle TN's programs and annual fundraising goals. Working closely with the Vice President for Development, this person will manage a portfolio of existing corporate accounts, identify and pursue new sponsorship prospects, and ensure partners receive consistent, high-quality engagement and recognition. This role blends relationship management, sales-oriented outreach, and project coordination, and is well suited to a fundraising or business-development professional with a solid track record who is ready to take ownership of a growing portfolio and build lasting relationships with business leaders across Middle Tennessee.

Key Responsibilities

Corporate Relations & Account Management

- **Manage** a portfolio of existing corporate partners and sponsors, serving as their primary point of contact and ensuring a positive, high-touch partner experience throughout the year.
- **Cultivate** relationships to identify opportunities for renewal, upgrade, and expanded engagement, including volunteer participation and employee giving.
- **Coordinate** annual renewal outreach and contract/agreement processes for existing corporate partners, tracking deadlines and deliverables.

New Business Development & Sponsorship Sales

- **Research** and qualify new corporate sponsorship prospects across target industries in the Middle Tennessee market.
- **Prepare** sponsorship proposals, pitch decks, and benefit packages tailored to prospective partners' philanthropic and marketing goals.
- **Conduct** outreach calls, meetings, and presentations to secure new sponsorships for signature events, programs, and campaigns.

- **Track progress** against annual corporate revenue and sponsorship goals set with the Vice President for Development.

Event & Program Sponsorship Support

- **Support** sponsorship fulfillment for JA signature events (e.g., JA BizTown and JA Finance Park classroom sponsorships, golf outings, galas, and volunteer days), ensuring partners receive agreed-upon benefits and recognition.
- **Partner** with the Programs team to introduce and to connect corporate volunteers, classroom sponsors, and in-kind partners.
- **Coordinate**, with Communications Manager, sponsor recognition materials, including signage, event programs, digital acknowledgments, and social media mentions.

Stewardship, Reporting & Administration

- **Draft** thank-you communications, impact reports, and recognition touchpoints that demonstrate the value of each partnership.
- **Maintain** accurate, up-to-date records of corporate contacts, pledges, payments, and communications in the donor database/CRM.
- **Prepare** regular pipeline and revenue reports to the Vice President for Development and support broader development team planning and events as needed.

Qualifications

- **Bachelor's** degree required; equivalent professional experience will be considered.
- **3–5** years of experience in corporate fundraising, sponsorship sales, account management, business development, or a related client-facing role.
- **Demonstrated** track record of building and maintaining professional relationships and meeting or exceeding revenue or sponsorship targets.
- **Strong** written and verbal communication skills, with confidence presenting to business and community leaders.
- **Familiarity** with CRM or donor management software (e.g., Salesforce, Raiser's Edge, DonorPerfect) preferred.
- **Ability** to manage multiple partner accounts and deadlines simultaneously in a fast-paced, deadline-driven environment.
- **Willingness and** schedule flexibility to attend occasional early-morning, evening, or weekend events, and a valid driver's license for local travel between events and partner sites.
- **Genuine enthusiasm** for JA's mission of preparing young people for financial success, work readiness, and entrepreneurship.

What Success Looks Like

Within the first year, a successful Development Manager will have taken full ownership of an assigned corporate portfolio, met or exceeded renewal and new-business sponsorship targets, and become a trusted, recognizable point of contact for JA Middle TN's business partners across the region.

Compensation & Benefits

JA Middle TN offers a competitive salary commensurate with experience, along with health insurance, paid time off, retirement plan contribution, and professional development opportunities. Exact compensation and benefits will be confirmed with the selected candidate.

How to Apply

Interested candidates should submit a resume and cover letter describing relevant experience in corporate relations, sponsorship sales, or fundraising to Scott O'Neal, scotto@janash.com. Applications will be reviewed on a rolling basis until the position is filled.

Junior Achievement of Middle Tennessee is an equal opportunity employer and welcomes applicants of all backgrounds.