



**Job Title:** Entrepreneurship Pathway Manager  
**Reports to:** Vice President of Programs  
**FTE Status:** Full Time Exempt position  
**Location:** Hybrid in office/remote with regular travel throughout JANCO's footprint

#### **ABOUT JUNIOR ACHIEVEMENT OF NORTH CENTRAL OHIO (JANCO)**

We are passionate people behind a movement that seeks to educate and inspire young people to succeed in a global economy. JANCO supports JA operations throughout 15 counties in Ohio and reaches approximately 35,000 students each year. Through age-appropriate curricula, JA programs begin at the elementary school level, teaching children how they can impact the world around them as individuals, workers, and consumers. JA programs continue through the middle grades and high school, focusing on the key content areas of entrepreneurship, work readiness, and financial literacy.

**POSITION DESCRIPTION:** This position will oversee and manage our Entrepreneurship Pathway and support the growth and expansion of High School student participation in key JANCO initiatives. The position will support entrepreneurial experiential programs with nonprofits, business, and education communities.

#### **PRIMARY RESPONSIBILITIES:**

- Work collaboratively with JANCO teams to achieve strategic plan goals.
- Develop, expand, and maintain JA Entrepreneurship programs in public & private high schools to achieve strategic plan goals.
  - **JA Company Program** – Recruit, grow, and expand volunteer model. Manage and improve JA Company competitions. Ensure process and implementation of the program is meeting quality and quantity expectations and evaluate outcomes.
  - **JA Launch Lessons** – Recruit schools and volunteers with a focus on entrepreneurship.
  - **JA Be Entrepreneurial** – Implement and grow programs through recruiting and training of teachers and volunteers as well as evaluate effectiveness.
  - **JA Inspire/Virtual Inspire** – Recruit and maintain relationships with a diverse group of entrepreneurs to showcase at JANCO's annual Inspire career exploration event.
  - **Competitions** – Manage, implement, and improve the quality of, as well as grow the number of participating students in, the JA Company and JA Social Innovation Challenges, including Stark Tank (Stark County specific).
  - **Other programs in the entrepreneurship pathway** – As necessary based on future needs of education partners and the strategic plan.
- Ensure quality of all programs in the pathway through effective and personal communications via phone calls, classroom monitoring and evaluation to improve retention of volunteers.
- Enhance Diversity & Inclusion efforts throughout the entire pathway including students, volunteers and other community partners.
- Monitor curriculum distribution to schools and program reporting requirements to ensure proper verification of all programs. Manage and maintain records and information relating to school and volunteer activity.
- Collaborate with Outreach Directors and lead recruitment efforts to fulfill placement and training of volunteers in the Entrepreneurship Pathway, including developing and delivering presentations to businesses and individuals to gain engagement
- Develop and maintain relationships in the Northeast Ohio Entrepreneurship ecosystem to support our position in expanding the growth of entrepreneurship in the region.

#### **EXPERIENCE/QUALITIES REQUIRED:**

- Bachelor's degree or equivalent experience, and at least five years business, sales, education, or non-profit experience.
- Proven ability to organize and prioritize multiple tasks
- Exceptional interpersonal communication skills
- Creative

- Self-motivated
- Accuracy/detail orientation
- Exceptional sales skills
- Strong computer skills, preferably in a Microsoft environment.

**PHYSICAL REQUIREMENTS:** The physical demands described below are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. While performing the duties of this job, the employee is frequently required to: sit, walk, occasionally required to reach with hands and arms, continually required to talk or hear, occasionally required to bend, lift, or climb, frequently required to lift and carry light weights (25-50 pounds), and specific vision abilities include: close vision, distance vision, and ability to adjust or focus.

**BACKGROUND CHECK:** This position is subject to the successful completion of a background check and verification of educational credentials contained in the resume.

This position description in no way states or implies that these are the only duties to be performed by the employee occupying this position. Employees will be required to follow any other job-related duties required by their supervisor. This document does not create an employment contract implied or otherwise, other than an "at-will" relationship. JANCO is an equal opportunity employer. We do not discriminate on the basis of race, gender, handicap, age, religion, sexual orientation, or national or ethnic origin.

**Junior Achievement: Empowering young people to own their economic success®**