



Program Manager, Experiential Learning
Hybrid Work Environment, travel up to 50% during school year
Salary Range: \$50,000-\$55,000 (full-time)
Reports to: Senior Program Manager

COMPANY SUMMARY:

Junior Achievement of Southeastern PA equips young people for economic mobility and the pursuit of their own ambitions. In collaboration with educators, community organizations, and businesses, we ensure young people (5-25) have access to high quality financial education and career-readiness learning experiences to inspire possibilities, prepare them for careers, and build skills to succeed. With a focus on under-resourced communities and expanded programming for middle and high school students, we provide foundational and scalable solutions that elevate all young people in Southeastern Pennsylvania to be future-ready.

POSITION CONCEPT: The Program Manager, Experiential Learning is an integral part of the delivery of our mission and will support the growth and expansion of key JASEPA initiatives. The unique position will support programs with nonprofit partners, business and education communities in Greater Philadelphia, Berks County, and the Lehigh Valley. The Program Manager, Experiential Learning upholds quality standards for the organization, assures adherence to program models and program expansion, and develops and maintains educator relationships at all levels. The primary focus will be implementing **JA Finance Park** Mobile.

JA Finance Park is Junior Achievement's experiential learning program for personal financial planning and career exploration. This program, comprising a curriculum and a simulation, helps students build a foundation on which they can make intelligent financial decisions that last a lifetime, including decisions related to income, expenses, savings, and credit. This educator-led classroom curriculum culminates with a visit to *JA Finance Park*: real world learning experience where students engage with volunteers and put into practice what they have learned by developing a personal budget. This revolutionary state-of-the-art mobile facility is created with portable, custom-built "pop-ups" that break down to fit into a van, and travel to locations across Southeastern PA. On location, the pop-ups are set up together to display JA Finance Park, a simulated city for practicing budgeting. Storefronts included in the mobile experience can be banks, hospitals, restaurants, retail stores, museums, city halls, and much more.

PRIMARY RESPONSIBILITIES:

- Lead JA SEPA's **JA Finance Park** learning experience – traveling to schools/sites across the Southeastern PA region up to 50% during the school year (September – June) and up to 25% in the summer.
- Develop, expand, and maintain programs within public, private, and charter schools and nonprofits to achieve strategic plan goals.
- Develop and maintain educator relationships. Recruit new schools and teachers to participate in alignment with organizational strategy.
- Ensure quality of programs through phone calls, classroom monitoring and evaluation.
- Provide feedback, program materials, and resources to volunteers and teachers.
- Maintain strong understanding of new and existing products.
- Fulfill recruitment, placement, and training of volunteers in collaboration with Program Coordinator. Develop and deliver presentations to businesses when appropriate.
- Ensure completion of general records and correspondence with educators, volunteers, and prospects. File class registration forms, work cross-functionally with team members to meet volunteer needs, and ensure procurement and delivery of all program and curriculum materials.

- Adhere to all program reporting requirements and alignment with implementation standards to ensure proper verification of all programs.
- Oversee assigned program execution in schools and business sites.
- Support Diversity & Inclusion efforts throughout entire program lifecycle from students and volunteers to partners.
- Support other organizational initiatives as appropriate, such as assisting with coordination of competitions, onsite events, etc.
- Collaborate with all JASEPA team members in fulfilling responsibilities.
- Attend training offered by JASEPA/JA USA to continue striving for professional improvement.
- Other projects as required, including event support on weeknights, weekends, and holidays.

EDUCATION/EXPERIENCE REQUIRED:

- Bachelor's degree in related field or equivalent combination of education and experience.
- 3-5 years of JA or related business development or non-profit experience.
- Demonstrated large scale program management, planning, and leadership skills.
- Ability to recruit, build and sustain relationships. Recruiting and/or sales experience a plus. Proven record of success engaging and collaborating with people from diverse socio-economic, race and cultural backgrounds. Experience with Diversity, Equity, and Inclusion.
- Proven ability to organize and prioritize multiple tasks. Project Management experience.
- Established relationships with area schools, businesses, and other organizations (throughout Southeastern Pennsylvania a plus). Educational background preferred.
- Personal qualities of integrity, credibility, and a commitment and passion for JASEPA's mission.
- Proactive and entrepreneurial. Demonstrated strength in cross-functional team collaboration.
- Strong oral/written communication, interpersonal, presentation, and critical thinking skills. Computer literate. Has experience with CRMs.
- Ability to understand and/or speak Spanish is a plus but not required.
- Reliable transportation around Southeastern PA is required.

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 accommodation 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 weights (25-100 pounds), and specific vision abilities include: close vision, distance vision, and ability to adjust or focus. The employee will need a valid driver's license and will need to be able to drive a van (with materials). Clear driving record required.

Interested candidates should submit a resume and cover letter to Annie Blankemeyer, Senior Program Manager at annie.blankemeyer@ja.org