Vice President of Learning Experiences

Help inspire the next generation to achieve economic success.

At **Junior Achievement of Central Upstate New York (JA CUNY)**, we believe every young person deserves the opportunity to build a bright future. Each year, we empower more than **15,000 students across a 25-county region** with the knowledge, confidence, and real-world skills to make informed financial, academic, and career decisions. As part of the nation's leading organization dedicated to preparing young people for success, we connect classrooms with caring volunteers, business leaders, and transformative learning experiences that help students achieve their potential.

We're looking for a **Vice President of Learning Experiences** who is energized by **career-connected learning, entrepreneurship, financial capability, and workforce development for youth, in a world being reshaped by AI**.

Why Join JA?

We offer a collaborative, inclusive, and flexible work environment where employees are encouraged to innovate, contribute ideas, and grow professionally. You'll work alongside dedicated colleagues, educators, volunteers, and community leaders who share a commitment to creating opportunities for students across Central Upstate New York.

What You'll Do: Bring Learning to Life

The Vice President of Learning Experiences is responsible for the overall quality, growth, implementation, and impact of all JA learning experiences in our 25-county region. In collaboration with the President/CEO, you will develop and execute the short-term strategy and long-term vision for the organization. Key responsibilities include:

- Collaborating with school districts to identify their needs and offer JA learning solutions that support the development of NYS Portrait of a Graduate competencies (including Personal Finance Learning Objectives).

- Building and maintaining strong relationships with school districts, administrators, educators, and community partners.

- Engaging with business and community partners to address workforce needs and connect

education and industry through high-impact JA programming.

- Overseeing the planning, execution, and evaluation of all learning experiences student events. Ensuring consistent, high-quality program implementation across the 25-county region.
- Leading, training, and developing each learning experience team member to achieve high performance, to their full potential, while contributing meaningfully to the success of the team. Establish performance goals and accountability measures to ensure all programmatic and organizational goals are met, while building a culture of a positive, productive, and collaborative work environment.
- Working closely with VP of Development to manage student-based events program budget, and support grant compliance and reporting requirements. Manage budgets for staffing, program resources and materials, etc.
- Collaborating across departments to support organization-wide initiatives and signature events such as the Rochester Business Hall of Fame and Bowl-A-Thon.

What You Bring

We welcome experienced candidates from a variety of educational and professional backgrounds. We are looking for someone who can bring proven leadership skills to JA CUNY.

Successful candidates will demonstrate:

- A genuine passion for empowering young people and seeing our local communities grow and prosper.
- A proven ability to build, develop, and inspire high-performing teams.
- Exceptional relationship-building, interpersonal and communication skills, and proven problem-solving abilities
- Strong planning, organization, and project management skills, with demonstrated ability to manage multiple initiatives and details
- Creativity, curiosity, and commitment to innovation and continuous improvement mindset.
- Professionalism, adaptability, and delivering exceptional experiences for educators, volunteers, students, and community partners.

Compensation & Benefits

Salary: $70,000–$90,000 based on experience

We support our team with competitive benefits, including health, dental, and life insurance, 401(k) with employer match, paid time off, a hybrid and flexible work environment, and opportunities for professional growth and meaningful community engagement.

Physical Requirements

Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions of the position. The role includes a combination of office, event, and school-based work, with occasional lifting of materials (up to 25–50 lbs.), standing, walking, and event setup responsibilities.

Ready to Make an Impact?

If you're inspired by the opportunity to help young people discover their potential and thrive through education, we'd love to hear from you.

Please submit your **resume and cover letter** to **info.jacuny@ja.org**.

Junior Achievement of Central Upstate New York *is proud to be an Equal Opportunity Employer. We are committed to fostering a workplace where all employees feel welcomed, valued, and respected. We celebrate diverse backgrounds, experiences, and perspectives because they strengthen our organization and the communities we serve.*