

Business Development Consultant – JA Finance Park

Location: Greater Fairfield County, CT (Regional Focus)

Engagement Type: Consultant / Contract (1099)

Help Change the Economic Future of Thousands of Students

Too many students are graduating without the financial knowledge and career readiness skills needed to confidently navigate adulthood. The result is limited economic mobility, increased financial stress, and fewer opportunities to build lasting success.

At Junior Achievement, we believe a student's future should be shaped by opportunity, not uncertainty.

That is why JA Finance Park exists.

JA Finance Park is more than a program. It is a transformational experience that equips middle and high school students with practical financial literacy, career awareness, and real-world decision-making skills that can alter the trajectory of their lives. Students step into immersive simulations where they learn how to budget, manage expenses, plan careers, and make informed financial choices long before adulthood forces them to.

Now, we are seeking a connector, advocate, and community champion who can help bring this life-changing experience to more students across Greater Fairfield County.

The Opportunity

We are seeking a highly connected, entrepreneurial Business Development Consultant who can inspire local businesses, financial institutions, and community leaders to invest in the next generation.

In this role, you are not simply raising sponsorship dollars. You are helping create pathways to economic mobility for thousands of young people.

You will serve as the bridge between community investment and student transformation, helping corporate partners see how their support directly empowers students with the knowledge and confidence to build stronger financial futures.

This role is ideal for a seasoned relationship-builder with deep local market knowledge, strong executive presence, and a proven ability to cultivate and close meaningful partnerships.

What You'll Do

- Identify, cultivate, and secure new corporate sponsors and donors, with a focus on multi-year funding commitments
- Leverage existing relationships with local businesses, financial institutions, and community leaders to expand JA's regional impact
- Conduct strategic outreach, meetings, and presentations with senior executives and business owners
- Inspire partners to view JA Finance Park as an investment in workforce readiness, economic mobility, and the future of the local community
- Collaborate with JA leadership to align sponsorship opportunities, prospect strategies, and regional priorities
- Track outreach activity, pipeline progress, and closed commitments

Who You Are

- A trusted relationship-builder with strong ties across Greater Fairfield County
- Experienced in business development, sponsorship sales, fundraising, banking, wealth management, or relationship-based sales
- Comfortable engaging senior executives, business owners, and high-net-worth individuals
- Entrepreneurial, self-directed, and motivated by results
- Passionate about creating opportunities for young people through education and financial literacy

Preferred Background

- Banking relationship manager
- Commercial lender
- Wealth advisor
- Regional sales executive
- Fundraising or sponsorship professional

Compensation Structure

This consultant role offers a competitive, performance-based compensation package of approximately \$50-\$75/hr. for an anticipated 3–6 month engagement, including:

- Monthly retainer to support outreach, relationship development, and pipeline management
- Commission based on successfully closed funding commitments, including multi-year sponsorships
- Performance bonus tied to achieving agreed-upon fundraising milestones and impact goals

Specific compensation details will be discussed with qualified candidates based on experience, network, and anticipated scope of engagement.

Why This Role Matters

This is an opportunity to do more than close deals.

It is an opportunity to help students envision bigger futures for themselves and gain the practical knowledge to achieve them.

Every partnership secured helps deliver transformative financial education experiences that can influence how a young person approaches college, careers, money, and life decisions for years to come.

Your relationships can help shape the economic future of an entire generation of students in our community.

How to Apply

Interested candidates should apply via LinkedIn or submit a brief statement of interest highlighting relevant experience, community relationships, and passion for expanding opportunity for local students via email at ja@jagfc.org