

ORGANIZATION: American Jewish World Service
POSITION: Regional Director, Los Angeles and Southern California
REPORTS TO: Vice President for Development
LOCATION: Los Angeles, CA
WEBSITE: www.ajws.org
TO APPLY: Please send resume and cover letter to AJWSLA@pbrsearch.com.

BACKGROUND

Founded in 1985, and inspired by the Jewish commitment to justice, American Jewish World Service (AJWS) is the first and only American Jewish organization dedicated solely to advancing human rights and alleviating poverty in the developing world. AJWS works to realize its mission by promoting civil and political rights, advancing sexual health and rights, defending land and water rights and pursuing climate justice, and aiding communities in the aftermath of natural and humanitarian disasters.

Since its founding, AJWS has granted \$390 million to grassroots and global human rights organizations in Africa, Asia, Latin America, and the Caribbean and mobilized supporters in the U.S. to advocate for global justice. Locally, its grantees are empowered to enact change in their communities. Globally, AJWS funds social justice organizations that are shaping national and international legislation.

POSITION

AJWS seeks a dynamic regional director to partner with the vice president of development and other members of the development team to lead AJWS's fundraising efforts in LA/SC (Los Angeles and Southern California), with a goal of substantially growing the pool of major donors in the region. The ideal candidate will be a strategic and experienced development professional with the entrepreneurial spirit to effectively build AJWS's regional presence in a competitive philanthropic landscape. Specifically, he/she/they will expand the major gifts portfolio, maintain relationships with key donors and stakeholders, and effectively articulate the organization's global purpose and impact with a particular goal of generating larger gifts, expanding the capacity of existing donors, and building a pipeline of new donors.

RESPONSIBILITIES

- Strengthen and steward existing donor relationships and maintain a portfolio of major donors, including individuals, family foundations, professional foundations, and corporations.
- Cultivate, solicit, and close major gifts from influential and mission-aligned donors.
- Qualify prospective donors identified by development operations and administrative coordinator.
- Utilize techniques, tools, and touch points developed by the national office to ensure that top donors feel appreciated and appropriately engaged with the organization at the regional level; as appropriate, connect with donors in a customized way that reflects their particular interests.
- Proactively engage board members and other donors in fundraising efforts, strategically using their time and energy to achieve maximum impact; be a trusted, welcome, engaging partner to local board members, supporting their work and acknowledging their deep commitment to AJWS's mission.
- Collaborate with the vice president and president to identify, cultivate, and recruit potential board members.
- Speak and write articulately about AJWS's mission and programs.
- Stay abreast of philanthropic, economic, social, and community trends related to AJWS.
- Lead, manage, and develop a regional team that comprises a part-time administrative coordinator and a staff member shared with the institutional giving team.

QUALIFICATIONS

- At least ten years of progressively responsible fundraising experience
- Significant experience as a frontline fundraiser cultivating, soliciting, closing, and stewarding major gifts at the five- and six-figure levels
- Strong knowledge of the Jewish, progressive, and international human rights landscapes in LA/SC
- Sophisticated personal presence, superior interpersonal skills, and a high level of emotional intelligence, with a proven ability to successfully engage with a variety of stakeholders
- Strong attention to detail, with the ability to solve problems, work independently, and excel in a high-performance culture
- Excellent written and verbal English communication skills
- Ability to engage in travel throughout the United States and internationally, as needed
- Bachelor's degree required; advanced degree or equivalent record of continuing professional development preferred

People of color; lesbian, gay, bisexual, intersex, trans, and gender non-conforming people; women; and differently abled people are encouraged to apply. We also encourage applications from people of diverse religious, spiritual, and cultural backgrounds. Authorization to work in the U.S. is required.