

ORGANIZATION: American Jewish World Service
POSITION: Director Development Eastern Region
REPORTS TO: Margo Bloom, Vice President for Development
LOCATION: New York, NY
WEBSITE: www.ajws.org
TO APPLY: Please send resume and cover letter to AJWSDDER@pbrsearch.com.

BACKGROUND

Founded in 1985, and inspired by the Jewish commitment to justice, American Jewish World Service (AJWS) is the leading Jewish organization dedicated solely to advancing human rights and alleviating poverty in the developing world. By supporting hundreds of social change organizations in 19 countries, AJWS responds to the most pressing issues of our time – from disasters, genocide, and hunger to the persecution of women and minorities worldwide. In addition to promoting civil, political, and sexual rights, AJWS also works to defend land and water rights, pursue climate justice, and aid communities in the aftermath of natural and humanitarian disasters. In short, AJWS is making a difference in millions of lives and bringing a more just and equitable world closer for all.

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 Director Development Eastern Region to lead the strategic direction and activity of the organization's East Coast major gifts fundraising team. Reporting to the vice president for development, the director will oversee a team of five, including gift officers, planned giving staff, and a national young professionals' program. The Director Development Eastern Region will work closely with the development team to expand and diversify the current donor base and also generate a pipeline of new donors to meet an annual goal of \$20M. The director will also be responsible for a portfolio of major donors.

The ideal candidate will be a strategic and experienced development leader with the entrepreneurial spirit to effectively build AJWS's regional presence in a competitive philanthropic landscape. He/she/they will have experience managing a high-performing team, growing a major gifts program, and maintaining relationships with key donors and stakeholders.

RESPONSIBILITIES

- Lead, manage, and develop a team focused on major gifts, planned giving, and young professionals' engagement.
- Manage a portfolio of high-level individual donors and prospects.
- Develop clear short-term and long-range plans for the New York-based major gifts team that are both realistic and ambitious.
- Successfully identify prospects, funding opportunities, and strategies that will help achieve annual and longer-term development goals.
- Maintain fundraising and operational best practices, camaraderie, shared accountability, and clearly defined goals, as well as increase the effectiveness and cohesion of the major gifts team.
- Analyze fundraising results against projections, and ensure timely and accurate reporting to internal and external stakeholders.

- Work closely with the associate director of planned giving to develop and implement a best-in-class planned giving program.
- Speak and write articulately about AJWS's mission, policies, culture, values, history, key stakeholders, program, and finances.
- Stay abreast of philanthropic, economic, social, and community trends related to AJWS and share relevant information with colleagues.
- Establish trust, maintain strong relationships, and develop partnerships with all AJWS stakeholders.
- Collaborate with regional directors and staff in San Francisco and Chicago.

QUALIFICATIONS

- At least ten years of major gift fundraising or related experience within complex, dynamic, mission-driven nonprofits
- Significant experience managing and motivating development professionals and maintaining strong relationships internally and externally
- Successful track record of creating and implementing strategic fundraising initiatives, resulting in significant revenue growth and improved operations
- Demonstrated success identifying, cultivating, soliciting, closing, and stewarding major gifts from high-net-worth individuals
- A sophisticated, collaborative, and strategic approach to major gift fundraising and deep experience with face-to-face solicitations
- Proven ability to conceptualize and describe funding needs in compelling ways
- Experience working effectively and respectfully with members of the senior leadership team, including the president as well as board members and other high-level donors
- Passion for and commitment to AJWS's mission and values
- Excellent written and verbal English communication skills
- Sophisticated personal presence, superior interpersonal skills, and a high level of emotional intelligence, with a proven ability to engage with a variety of stakeholders
- Strong attention to detail, with the ability to lead and manage a team, solve problems, and excel in a high-performance culture
- Ability to engage in travel throughout the United States and internationally, as needed
- Knowledge of the Jewish, progressive, and international human rights landscapes preferred
- 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. AJWS also encourages applications from people of diverse religious, spiritual, and cultural backgrounds. Authorization to work in the U.S. is required.