

ORGANIZATION: JCCA
POSITION: Chief of Development and Communications
REPORTS TO: CEO & Executive Director
LOCATION: Brooklyn, New York
TO APPLY: Please send resume and cover letter as one PDF to JCCACDC@pbrsearch.com with title format "First Name Last Name – Letter Resume."

ABOUT JCCA

JCCA, formerly known as Jewish Child Care Association, provides comprehensive care to thousands of children, young people and families who come from New York's diverse communities. Since 1822, the organization has embraced abused, neglected, and traumatized young people who are struggling with poverty, developmental disabilities, educational challenges, and complex mental illness. Programs include foster and residential care, educational assistance and remediation, care management for young people with mental health challenges, and services to families to prevent child abuse and maltreatment. JCCA offers safety, stability, and lifesaving support to help clients transform their lives. JCCA programs help more than 16,000 children and families annually. We are especially sensitive to the impact that systemic racism has had on the communities we serve and how the child welfare system in particular has had deleterious effects on our clients and some of our staff. We are actively engaged in addressing these issues through organization-wide efforts so we can remain a positive force to support families to achieve stability and success.

POSITION OVERVIEW

JCCA seeks a seasoned, entrepreneurial fundraising professional to join the Executive Team as the Chief of Development and Communications (CDC). The CDC is accountable for expanding and strengthening JCCA's visibility and impact by implementing a comprehensive plan for developing new and deepening existing relationships with key external partners to maximize philanthropic support. Reporting to the Chief Executive Officer, this position will drive revenue growth, lead a staff of nine with four direct reports to achieve clearly defined fundraising goals, collaborate with the CEO and board to maximize their development efforts, and oversee the evolution of organizational communications related to fundraising, programs, and brand awareness broadly speaking.

RESPONSIBILITIES

- Lead, inspire, and mentor Development and Communications team members, ensuring their primary activities are aligned with overall departmental and organizational goals. Currently, the team raises approximately \$3M of the \$109M operating budget.
- Develop and oversee branding/advertising and community outreach strategies aimed at elevating awareness of JCCA's unique programs and mission with a goal of driving revenue, program participation, and name recognition.
- Develop a keen understanding of organizational priorities and develop related fundraising opportunities to support them.
- Provide leadership for the entire range of fundraising activities including major gift cultivation, solicitation and stewardship, annual giving, planned giving, corporate and foundation support, and special events.
- Ensure that the organization develops strong long-term relationships with significant individual, foundation, and corporate funders. Personally build, cultivate, solicit, and steward key relationships to ensure the achievement of development goals.
- Work with the CEO and the board nominating committee to identify and recruit new board members who care deeply about JCCA's mission and have significant philanthropic capacity. Build strong relationships with current board members and support them, the CEO, other fundraising volunteers, and staff in identifying, cultivating, and soliciting charitable gifts.

- Serve as a compelling advocate, both internally and externally, for JCCA's programs and operations.
- Assess the strengths of the current development program; recommend and implement changes in strategy and tactics to increase productivity, efficiency, and fundraising results.
- Ensure smooth and transparent internal communications at all levels of the agency.

QUALIFICATIONS

The successful candidate will be a strong communicator with an engaging personality who approaches their work with passion, integrity, flexibility and a can-do, no-fail spirit. In addition, the CDC will have:

- A demonstrated track record of leading and building an innovative, strategic, aggressive advancement program.
- Experience building strong relationships with a portfolio of significant donors across all revenue categories.
- Experience working successfully with a board of trustees and senior executives to maximize their organizational engagement and fundraising success.
- Excellent team leadership and management skills with an ability to inspire, encourage, and assist team members in reaching ambitious fundraising goals while fostering support and collaboration across the development and communications department.
- A sincere interest in working with a diverse clientele and a diverse workforce.
- Technological savvy and experience with databases such as Raiser's Edge.
- The ability to understand and navigate the complexities of a large, multi-faceted organization.
- Knowledge of the NYC philanthropic, business, and social communities.
- Experience working with leadership and campaign consultants to structure and execute an upcoming \$35M capital campaign for the renovation of the Edenwald Campus.
- Excellent interpersonal skills and the ability to communicate and interact effectively at all levels of the organization.
- A minimum of 10 years' experience in a senior fundraising position.
- BA or BS required; Master's degree preferred.
- Experience in or significant knowledge of the not-for-profit sector highly preferred.

JCCA offers a highly competitive salary of at least \$200K and comprehensive benefits package for employees and their families. Benefits coverage includes medical insurance, dental insurance, a prescription-drug plan, flexible spending accounts, long-term and short-term disability insurance, life insurance, generous paid time-off, tuition reimbursement, and retirement savings options.

JCCA complies with applicable state and local laws governing nondiscrimination in employment in every location in which JCCA has facilities. Visit the website: www.jccany.org.