

ORGANIZATION: American Jewish World Service
POSITION: Director Development Eastern Region
REPORTS TO: Vice President for Development
LOCATION: New York, NY (currently remote; in-office upon return)
INFORMATION: [Website](#)
TO APPLY: Please send cover letter and resume as one PDF to AJWSDDER@pbrsearch.com with title format “Last Name First Name – Letter Resume.”

BACKGROUND

American Jewish World Service (AJWS) is the leading Jewish organization working to fight poverty and pursue justice in Africa, Asia, Latin America, and the Caribbean. By supporting hundreds of social change organizations in 18 countries, AJWS responds to the most pressing issues of our time – from disasters, genocide, and hunger to the persecution of women and minorities worldwide. With Jewish values and a global reach, AJWS is making a difference in millions of lives and bringing a more just and equitable world closer for all.

The Eastern Region fundraising team is responsible for major gifts fundraising on the East Coast and is one of three regional fundraising teams at AJWS. Additionally, the team includes staff responsible for the planned giving and next generation young professionals’ programs.

POSITION

The Director Development Eastern Region leads the overall strategic direction of AJWS’s major gifts fundraising on the East Coast, which raises approximately \$4M annually (the AJWS total annual budget is \$40M). Reporting to the Vice President for Development, this Director is responsible for overseeing East Coast-based development activities and managing the staff responsible for planned giving and a young professionals’ program nationally. Overseeing a team of four, the Director will work closely with the Vice President for Development to create and implement a strategy to expand and diversify the donor base and ramp up efforts to generate new gifts from individuals. Serving as part of the Development Leadership Team (DLT), the Director will collaborate closely with the Vice President and other divisional directors on planning, overseeing, and executing an enhanced major gifts program at AJWS.

RESPONSIBILITIES

- Manage a portfolio of high-level individual donors and prospects.
- Develop clear short-term and long-range plans for the Eastern Region development department that are both realistic and challenging.
- Successfully identify prospects, funding opportunities, and strategies that will help achieve annual and longer-term development goals.
- Maintain best fundraising and operational practices, camaraderie, shared accountability, and clearly defined goals to 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 constituencies.
- Oversee a national planned giving program.
- Oversee a national next generation program.
- Work closely with the Vice President for Development and DLT to plan and implement integrated, cross-departmental divisional goals that align with organizational strategy.
- Develop plans and goals for the Eastern Region team that align with the broader development division’s goals.
- Monitor the Eastern Region’s departmental budget.
- Speak and write articulately about AJWS – its mission, policies, culture, values, history, key stakeholders, programs, 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 and colleagues across the organization.

REQUIRED QUALIFICATIONS

- Minimum 10 years of successful major gifts experience or related experience within complex and dynamic mission-driven non-profit organizations
- Significant experience managing and motivating development professionals and maintaining strong relationships internally and externally
- Track record of creating and implementing strategic fundraising initiatives, resulting in significant revenue growth and improved operations; demonstrated success securing major gifts from individuals
- Demonstration of sophisticated, collaborative, and strategic approach to major gift fundraising and experience with face-to-face major gift solicitations
- Demonstrated achievement identifying, cultivating, soliciting, and stewarding high-net-worth individuals
- Proven ability to conceptualize and describe funding needs in a way that is compelling
- Experience working effectively and respectfully with members of the senior leadership team, including a CEO as well as board members and other high-level donors
- Passion for and commitment to AJWS's mission and values

PREFERRED QUALIFICATIONS

- Experience with planned giving
- Understanding of fundraising for human rights or international causes
- Knowledge of the Jewish community

COMPENSATION

- Competitive salary, commensurate with experience
- Paid Time Off: 15-22 federal and religious holidays off each year, in addition to generous vacation and sick days
- Full health benefits coverage with minimal contribution by employees
- 403(b): 4% company match (safe harbor)
- Flexible Spending Account and commuter benefits
- Workplace flexibility and generous leave policy

Black, Indigenous and 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.

As an organization committed to promoting social justice around the world, it is essential that we incorporate a diverse, equitable, and inclusive lens into all aspects of our work at AJWS. We encourage applicants with a global perspective and a commitment to values around diversity, equity, and inclusion to apply. Authorization to work in the US is required.