

ORGANIZATION: The 92nd Street Y, New York (aka. 92NY)
POSITION: Director, Capital Campaign
REPORTS TO: Chief Development Officer
CLASSIFICATION: Part-time, non-union, exempt
LOCATION: New York, NY
LINKS: [Website](#); [Impact Report](#)
TO APPLY: Please send resume and cover letter to 92NYCCD@pbrsearch.com.

BACKGROUND

92NY is an iconic New York institution that, since 2020, has proudly expanded its programmatic reach across the world. As New York's global center for culture, connection, and enrichment, 92NY harnesses the power of arts, ideas, and Jewish values to enrich, enlighten, and repair the world. This is a thrilling time for the organization, as it prepares to celebrate its 150th anniversary in 2024. The development team is a dynamic group of highly skilled, goal-focused individuals who, alongside program partners, continue to achieve fundraising success by finding creative and unique ways to inspire support across the organization.

POSITION

The Director, Capital Campaign will implement and complete multiple phases of 92NY's multi-million-dollar capital campaign to support the ongoing redevelopment of 92NY's facilities, maintain its programmatic excellence, and grow the endowment. The Director will drive the development of the campaign's strategy and execute a broad-based fundraising plan targeting individuals, corporations, and foundations. It is anticipated that this Campaign will be ongoing over multiple years as each phase of renovations is implemented.

RESPONSIBILITIES

- Working closely with the Chief Development officer, devise and implement a multifaceted capital campaign, managing all stages from pre-public launch through completion of each sequential phase.
- Serve as a frontline fundraiser for a portfolio of Capital Campaign donors and prospects.
- Act as a thought partner to Executive Leadership and the Capital Campaign Committee, providing solicitation coaching as necessary, support the staff and board leadership in their solicitations, and attend solicitations as required. Serve as a primary point of contact to the committee and prepare progress presentations for the Board of Directors.
- Work collaboratively with the development team to cultivate identified individuals and institutional prospects for solicitation, develop and execute targeted cultivation plans, and prepare and submit grant proposals and reports.
- Oversee and manage all aspects of the campaign, including collateral, communications, events, prospect lists, research, tracking, gift pledges and acknowledgments, naming opportunities, budget, and financial reporting.

QUALIFICATIONS

The ideal candidate will have experience leading and directing capital campaigns; a proven track record of securing major gifts at the six- and seven-figure levels; fundraising background in the arts/culture, community, and/or Jewish sectors; and superior organizational and interpersonal skills.

92NY is an Equal Opportunity Employer and does not discriminate on the basis of age, color, national origin, ethnic origin, citizenship status, disability, race, religion, creed, gender, sex, sexual orientation, gender identity and/or expression, marital status, veteran status, or any other characteristic protected by federal, state, or local law in its employment policies. In addition, 92NY will provide reasonable accommodations for qualified individuals with disabilities.