

**ORGANIZATION:** The 92nd Street Y, New York (aka 92NY)  
**POSITION:** Director of Principal Gifts  
**REPORTS TO:** Chief Development Officer  
**CLASSIFICATION:** Full-time, Regular, Non-Union  
**LOCATION:** New York, NY  
**LINKS:** [Website](#); [Impact Report](#)  
**TO APPLY:** Please send resume and cover letter to [92NYPrincipalGifts@pbrsearch.com](mailto:92NYPrincipalGifts@pbrsearch.com).

## **BACKGROUND**

Founded in 1874, The 92nd Street Y, New York (92NY) connects New York City, the country, and the world through programs centered on culture, entertainment, and conversation, harnessing the power of arts, ideas, and Jewish values to enrich, enlighten, and connect the world. 92NY is a singular organization reaching more than 700,000 people annually in person and through 24 million video views in all 50 states and 200+ countries. 92NY contributes to the vibrant global cultural landscape and welcomes people of all ages, races, faiths, and backgrounds.

This is an exciting time for 92NY as it prepares to celebrate its 150th anniversary in 2024 and enters the final stages of a capital campaign that will transform the campus, build an endowment, and support world-class programs. The development team is a dynamic group of highly skilled, goal-focused individuals who, alongside program partners achieve fundraising success by finding creative and unique ways to inspire support across the organization.

## **POSITION**

Reporting to the Chief Development Officer and working in close collaboration with the CEO and the President, the Director of Principal Gifts will be an integral member of the development team and help to build upon 92NY's robust culture of philanthropy, expanding the donor base and engaging the highest-capacity prospects in 92NY's mission in meaningful and compelling ways. A proven frontline fundraiser with extensive experience soliciting six- and seven-figure gifts, the Director will be responsible for developing a portfolio of donor prospects, building strong relationships, and generating appropriate proposals and asks that result in increased and new restricted and unrestricted support. In addition, they will work closely with the CEO and the president, leveraging their time and fundraising talent for maximum results.

The ideal candidate will be a self-motivated, entrepreneurial fundraiser with an ambitious, no-fail attitude. They will bring creativity, energy, and passion to the role and have an obvious ability to generate enthusiasm for 92NY programs and make a compelling case for philanthropic support.

## **RESPONSIBILITIES**

- Actively develop and maintain a portfolio of 25-50 principal gift donors and prospects at the six- and seven-figure level.
- As a key frontline fundraiser, serve as a compelling, energetic, and professional representative of 92NY.
- Manage relationships with potential donors and prospects to increase annual giving, moving them in an appropriate and timely fashion toward solicitation and closure.
- Adhering to the highest ethical standards, effectively steward donors and demonstrate an empathetic disposition and perseverance, an optimistic and positive attitude, and sensitivity to their needs.
- Identify, qualify, and cultivate new prospects.
- Prepare and present principal gift proposals with input and assistance from leadership and/or staff partners, as appropriate.

- Attend cultivation and stewardship events with a goal of deepening relationships with prospects.
- Work collaboratively with staff across the organization to advance the goals of the development department and 92NY.

## **QUALIFICATIONS**

- Ten plus years of portfolio management and principal gift solicitation experience.
- A proven, successful, track record of closing six- and seven-figure gifts.
- Expertise in working with high-net worth individuals, including Board members.
- Entrepreneurial spirit with a history of growing revenue through successful and meaningful prospecting efforts.
- Skilled in thinking creatively and entrepreneurially about ways to fundraise for 92NY's many diverse and unique program areas.
- Ability to effectively partner with program staff to build donor relationships and foster long-term philanthropic support.
- Sound judgment in maintaining confidential donor information and ability to act with discretion, self-assurance, and diplomacy.
- Goal oriented, ability to work in a fast-paced, team environment, carry out projects independently, manage multiple deadlines, and take initiative.
- Excellent written and oral communication skills.
- Strong organizational skills and discipline in stewarding donor information and maintaining database records; proficiency with Microsoft Office and fundraising software, preferably Tessitura.
- Willingness and desire to attend evening/weekend programming activities to cultivate/steward key donors and prospects.
- Experience in an arts institution and/or Jewish organization a plus.
- Experience working on capital campaigns, foundation grants, and planned giving programs is a significant plus.
- Bachelor's degree required.

## **COMPENSATION**

- Salary range \$200K - \$250K; final compensation commensurate with experience
- Attractive, competitive benefits package, including paid vacation, health insurance coverage, Flexible Spending Account, 403(b) plan, and wellness benefits.

***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.***