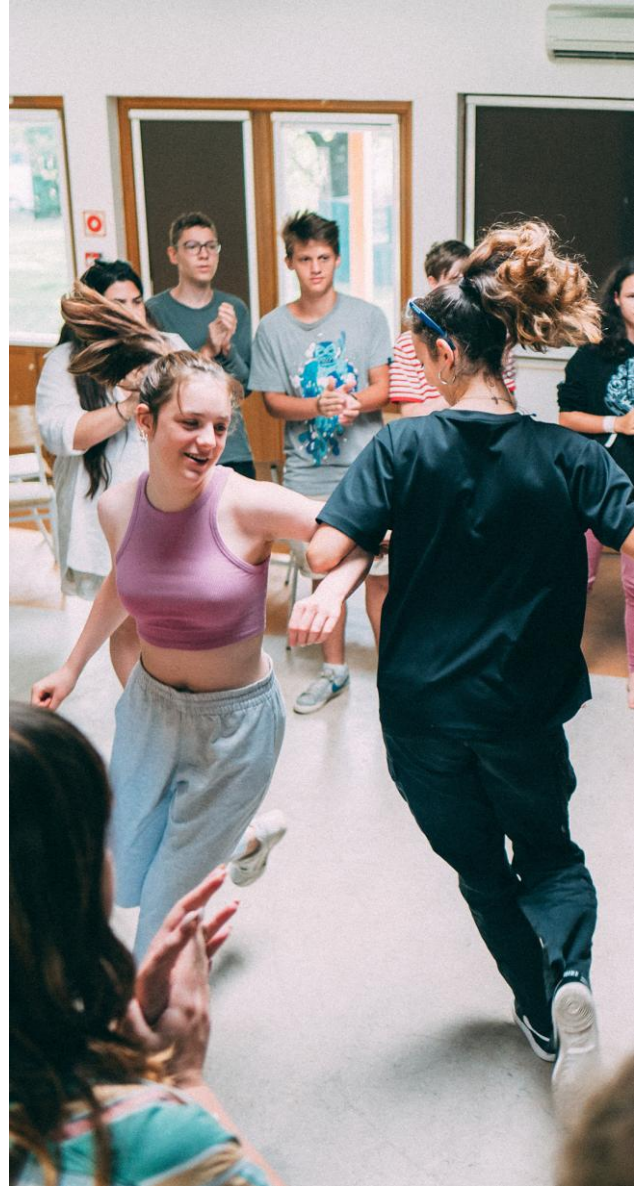




Senior Development Officer



ORGANIZATION: American Jewish Joint Distribution Committee (JDC)

POSITION: Senior Development Officer

LOCATION: New York, NY; hybrid

INFORMATION: jdc.org

TO APPLY: Please send cover letter and resume as one PDF to JDCSDO@pbrsearch.com with title format “Last Name First Name – Letter Resume” and complete the Voluntary Self Identification [form](#). This will assist us in improving our hiring practices and ensuring equal opportunities. Participation is voluntary and will not affect your candidacy in any way.

BACKGROUND

The American Jewish Joint Distribution Committee (JDC, or The Joint) is the leading Jewish humanitarian organization, working in 70 countries to lift lives and strengthen communities. Known as “The Global Jewish 9-1-1,” JDC rescues Jews in danger, provides aid to vulnerable Jews, develops innovative solutions to Israel’s most complex social challenges, cultivates a Jewish future, and leads the Jewish community’s response to natural disasters and other calamities, helping communities of all backgrounds and faiths rebuild. For over 100 years, JDC’s work has put the timeless Jewish value of mutual responsibility into action, making JDC essential to the survival of millions of people and the advancement of Jewish life across the globe.

POSITION

JDC is seeking a bold and entrepreneurial Senior Development Officer (SDO) to serve as a front-line fundraiser representing JDC throughout the East Coast. This dynamic leader will be instrumental in driving JDC’s mission forward—pursuing strategic opportunities with tenacity, cultivating meaningful relationships, and meeting each challenge with creativity and resilience. The SDO will be responsible for stewarding a portfolio of individual and foundation donors, deepening partnerships with Jewish Federations, and identifying and engaging major gift prospects in alignment with JDC’s fundraising strategy and long-term growth priorities. This role focuses on securing significant philanthropic investments, with an emphasis on five, six and seven-figure commitments.

RESPONSIBILITIES

- Proactively Identify, research, engage, and cultivate a pipeline of high potential individuals, foundations, and corporate donors for new, renewed or increased (\$50K - \$1M+) gifts.
- Develop and meet individual and departmental fundraising goals and metrics.
- Strengthen and deepen strategic funding relationships with key JDC stakeholders and major philanthropic partners, including select Jewish Federations. Cultivate relationships with lay leadership, Board members and trustees of Federations and other significant Jewish organizations.
- Develop and plan innovative donor engagement opportunities, including intimate briefings, large-scale events, field visits, virtual campaigns, and speaker tours. Represent JDC’s global impact and vision to a range of audiences, tailoring messaging to resonate with diverse philanthropic motivations and interests.
- Maintain up-to-date records of donor interactions and moves management in JDC’s CRM.

- Work closely with units across RD and the global organization to ensure alignment at all levels, including identification of donors, outreach and solicitation, identifying funding needs, communication and messaging.
- Participate in special projects, cross-functional initiatives, and donor-related assignments as needed.

QUALIFICATIONS

- 8 – 15+ years of professional experience and a verifiable track record of fundraising success at the five- and six-figure gift level; experience with closing gifts at the seven-figure level preferred
- Fearless and resilient approach to fundraising. Proven success in building and maintaining relationships with major individual donors
- Experience raising funds for Jewish non-profits and working with donors in the Jewish community
- Exceptional interpersonal, written, and verbal communication skills, including an intuitive ability to understand donor motivations and speak to their values
- Strong presentation and facilitation skills, able to inspire confidence, trust, and enthusiasm, whether one-on-one or in front of a large audience
- Self-starter with a results-driven mindset, strong organizational skills, and the ability to manage multiple priorities in a fast-paced environment
- Experience in fundraising for overseas/global organizations
- Experience working for a large (100+ employees) and/or complex international organization
- Familiarity with Israel and global Jewish communities
- Technologically fluent with donor CRM systems such as Raiser’s Edge, NXT, Salesforce, etc.
- Ability to travel locally on a regular basis, meeting with donors, Federation leadership and prospects in communities across the east coast. Ability to travel domestically 8-10 times and overseas 1-3 times annually
- Ability to use standard office equipment and communicate effectively in person and by telephone

COMPENSATION

- Anticipated salary is \$180K-\$250K; in determining where a candidate falls in that range JDC considers several factors, including skills and experience, internal equity, and cost of living in location of work
- Excellent benefits package, including but not limited to:
 - Competitive medical, vision and dental insurance coverage
 - Paid time off, including 20 vacation days, 20 sick days, 3 personal days, 10 national holidays, and up to 14 Jewish holidays depending on the Jewish calendar for any given year
 - 12 weeks of paid parental leave for full-time staff who have worked with JDC for at least 1 year
 - 403(b) with JDC contributions of 6.5% of salary
 - Flexible Spending Accounts (FSA), commuter benefits, and life insurance
 - Learning & Development: Ongoing opportunities for professional development through workshops and trainings with our internal L&D program
 - Food Perks: Bagel Thursdays and beverages/snacks in the office for on-site and hybrid employees

Frequently cited statistics show that certain applicants may hesitate to apply for positions due to a false perception that they must meet 100% of the qualifications. JDC encourages you to apply if you meet a majority of the requirements.

JDC is proud to be an equal opportunity employer. As the world's leading global Jewish humanitarian organization, we are committed to treating people with compassion and respect. All qualified applications will be considered for employment without regard to age, race, color, national origin, ancestry, religion, sex, sexual orientation, gender identity or expression, pregnancy, reproductive health decision-making, marital status, height, weight, disability, mental disorder, familial status, veteran status, genetic information, AIDS/HIV-positive status, victim of domestic violence, sex offenses or stalking, or any other protected characteristic as established by law.