JOB DESCRIPTION

Job Title: Director of Strategic Philanthropy, Northeast Region (NER)
Location: New York, NY
Department: Development
Supervisor: Chief Executive Officer
FLSA Classification: Exempt
Status: Full-time

Position Overview:

The Director of Strategic Philanthropy, NER, is the senior leadership position in the region, setting the vision, directing the fundraising efforts, and overseeing the smooth operations of the region. Staff in the NER will report to the Director of Strategic Philanthropy, who reports to the Chief Executive Officer at National Headquarters.

The director will be a strong revenue generator and strategic thinker: someone with a track record of meeting development goals, as well as of proposing innovative resource-generating ideas. S/he will be results-oriented and creative in identifying new opportunities in the Northeast U.S.

Designated Area: Northeast United States

Setting Strategy:

- Demonstrated ability to think strategically and develop an achievable plan to deliver on agreed upon goals.
- Ability to understand and assess the opportunities and challenges of the organization and the role; understands how to work effectively within the structure to develop innovative and creative fundraising plans.
- Possess an entrepreneurial and creative approach to developing new, develop innovative ideas that will stretch AFMDA NER and grow philanthropy in the region into the future.

Executing for Results:

- Major Gift fundraising experience, including proven experience of securing gifts of $1 million or more and strong familiarity with the greater Los Angeles philanthropic community.
- Work with the team to Identify, cultivate, solicit, and steward gifts of $100,000+ to meet specified annual goals.
- Develop and maintain ongoing analytical and tracking reports for major gifts and planned giving programs to analyze campaign progress and make recommendations to improve results on a regular basis.
Establish and maintain a donor cultivation cycle and gift stewardship program to ensure that new major donors are developed and existing donors have opportunities to increase their level of support.

- Ability to work thoughtfully in an organizational structure with diverse internal and external constituencies.
- Ability to set priorities and achieve goals, individually and for the team.
- Ability to adapt quickly and lead others through transitions.
- Empowers and provokes others to think creatively about opportunities.

Leading a Team:

- A commitment to transparency, cooperation and engagement across stakeholders and constituents.
- A player-coach with proven ability to motivate and lead a team and to promote a culture of teamwork and accountability.
- Strong management experience and skills with a flexible, inclusive approach to leadership.
- Personal inclination and professional ability to be a positive figure who can lead by influence and example.
- A leader who is viewed by others as having a high degree of integrity and forethought in his/her approach to making decisions and leading the team.

Relationships and Influence:

- Strong ability to build professional relationships of respect and trust.
- Outstanding oral and written communication skills.
- Encourages others to share the spotlight and visibly celebrates and supports the success of the team.
- Creates a sense of purpose/meaning for the team that engages others to the greater purpose of the organization.

Personal Competencies:

- Dynamic, strategic, high energy professional who possesses exceptional relationship building and interpersonal skills.
- Sophisticated with the executive stature to represent AFMDA in the Western Region.
- Ability to effectively manage, mentor and energize each member of the regional team and foster a culture of teamwork. Skill in managing change in an evolving organization.
- A passion for and familiarity with Israel and an unwavering commitment to AFMDA’s mission and goals.

Education & Experience:

- Bachelor’s Degree required
- Minimum of 8-10 years of progressive direct fundraising experience required
Skills Required:

- Must have a strong knowledge of donor cultivation, solicitation and donor stewardship and proven ability to solicit and close five- and six-figure gifts
- Proven success in planning large fundraising events
- High integrity and diplomatic skills to function within a complex international organization
- Strong interpersonal skills and comfort in interfacing with donors
- Must have excellent writing and verbal communications skills in English
- Must have excellent computer skills (Microsoft Office and Internet) and comfort working with donor database programs, Raisers Edge preferred
- Must be able to work strategically within a team structure as well as independently, multi-task and work under tight deadlines
- Dependability, good time management and organizational skills and be attentive to detail;
- Proven experience in managing and implementing development programs
- Experience with developing and maintaining productive working relationships with board members, donors, and staff; and
- Knowledge of Israel is a plus

Working Conditions:

- This position will work out of the Los Angeles Office
- Must be available to work evenings and weekends with notice
- Must have a valid driver’s license and use their own vehicle for travel

The above statements are intended to describe the general nature and level of the work being performed by people assigned to this work. This is not an exhaustive list of all duties and responsibilities. American Friends of Magen David Adom’s management reserves the right to amend and change responsibilities to meet business and organizational needs as necessary.

Approved by:

__________________________________________  __________________________
Incumbent  Date

__________________________________________  __________________________
Department/Program Director  Date