



## **NORTHEAST DEVELOPMENT DIRECTOR**

**Location: Preference for candidates in New York City; open to exceptionally qualified candidates in Boston**

Salary range: \$90,000 – \$120,000 annually

### **Background and Mission**

ImpactIsrael is the central financial driver of an ambitious endeavor to improve the lives of at-risk youth in Israel across all boundaries: religious and secular; Jewish and Arab-Israeli; and youth of all backgrounds and countries of origin. As the North American philanthropic partner of Yemin Orde Youth Village and Village Way Educational Initiatives (VWEI), ImpactIsrael's mission is to transform immigrant and at-risk youth into productive members of Israeli society through value-driven education and support.

Yemin Orde is home to 400 at-risk and immigrant youth from around the world, and provides teenagers who have suffered neglect, abandonment, and extreme poverty the chance to find a home, a family, and a future. VWEI brings the groundbreaking educational methodology originally developed at Yemin Orde to 85 different communities across Israel, reaches more than 51,000 at-risk youth and their 4,100 educators, and is poised for significant growth. Additional information about ImpactIsrael can be found at [www.impact-israel.org](http://www.impact-israel.org).

### **Opportunity for Impact**

ImpactIsrael is looking for an ambitious, goal-driven Northeast Development Director with an entrepreneurial spirit who wants to help build and grow a national movement. This position is based in either New York City or Greater Boston and will cover ImpactIsrael's activity from New England to Washington, DC. The Northeast Development Director will work from home (if in Boston the Northeast Development Director will be able to work from ImpactIsrael's headquarters in Needham, Massachusetts).

The Northeast Development Director is a unique and critically important role to help optimize ImpactIsrael's fundraising opportunities across the United States. The Northeast Development Director will join ImpactIsrael at an exciting moment of transition and growth and will play a crucial role with an exceptionally invested and generous community of donors and staff.

The organization's leadership is deeply committed to its fundraising success, and to new and innovative strategies for revenue growth to support the increasing demand for its Israeli partners' services. ImpactIsrael is hiring the Northeast Development Director as part of a strategic initiative to grow its annual fundraising by 15% annually over the next several years.

The Northeast Development Director is responsible for managing and building relationships with a portfolio of current major donors as well as identifying and stewarding prospects and new donors through personal engagement and direct solicitation. The job also calls for building a community of supporters by connecting individuals with opportunities to engage with ImpactIsrael, creating local leadership councils, planning events, and engaging area synagogues, and Jewish Federations.

The Northeast Development Director works with, and manages, lay leaders – including members of the Board of Directors – to renew, increase, and engage select portfolios of donors connected to those lay leaders.

The Northeast Development Director will work closely with and report to the Chief Operating and Development Officer (CODO).

## **Key Responsibilities**

### **Annual Campaign**

- Grow a portfolio of major donors and prospects within the catchment area, ensuring timely, appropriate, and meaningful donor engagement and solicitation.
- Identify, cultivate, and build a pipeline of prospects who have potential to give \$5,000+ gifts.
- Develop major gift proposals by targeting donors based on potential for giving and substantive interests.
- Work with existing philanthropic partners to identify new prospects for solicitation and cultivation.

### **Build Community**

- Create local leadership in key communities to:
  - Cultivate, recruit, and solicit donors and prospects.
  - Create a leadership path for supporters.
  - Help grow ATID, ImpactIsrael's newly formed Young Professionals Group.
  - Identify and recruit appropriate individuals for national programs.
  - Increase awareness of ImpactIsrael.

### **Management**

- Manage an Annual Campaign by planning and executing an annual development plan.
- Accurately update and maintain donor and prospect information and activity in donor database.
- Initiate and conduct donor research. Create concise and accurate research profiles using an array of data.
- Create and work with volunteer committees to increase engagement through events and campaigns.
- Support ImpactIsrael's leadership and board in their solicitations, including creating background documentation, compelling asks, and follow-up plans.
- Coordinate and plan visits for ImpactIsrael leadership (CEO and CODO) in key communities.

## **Qualifications/Skills**

- Bachelor's degree with 3-5 years' work experience in fundraising.
- An entrepreneurial spirit and the ability to work independently.
- Proven track record in face-to-face solicitations.
- Demonstrated success developing and implementing strategic activities with clear goals and objectives.
- A strong work ethic, including the ability to work efficiently under pressure, demonstrate strategic thinking and good decision-making, and maintain and model high personal, ethical, and professional standards.
- Excellent people skills. A warm, honest, and fair approach in dealing with others. Ability to interact and engage comfortably with a variety of key constituents.
- An excellent communicator who conveys ideas clearly and purposefully to internal and external audiences.
- Outstanding organizational skills.
- Experience with an Annual Campaign necessary.
- Knowledge of and passion for Israel and youth necessary.
- Experience with Salesforce a plus.

ImpactIsrael offers a competitive and comprehensive benefits package including medical, dental, and vision coverage, a retirement plan with employer match, a mobile phone stipend, paid U.S. and Jewish holidays, and generous paid time off – including 16 weeks of paid parental leave – that contributes to employees' overall total compensation.

To apply please submit a cover letter and resume to [team@impact-israel.org](mailto:team@impact-israel.org).