

Director of Development, Western Region Chapter

FIDF was established in 1981 by a group of Holocaust survivors to provide for the wellbeing of the men and women who serve in the Israel Defense Forces (IDF). The organization is committed to providing the men and women who serve in the Israel Defense Forces (IDF) as well as the families of fallen soldiers with love, support and care through educational, social, cultural and recreational programs and facilities in an effort to ease the burden they carry on behalf of the Israeli and the Jewish communities worldwide. FIDF is a 501c3 not-for-profit corporation headquartered in New York City with a number of regional offices around the country.

Position Summary:

The Director of Development is responsible for managing a significant portfolio of donors, which includes individual, corporate, and foundation prospects. He/she will identify, research, and form a strategic solicitation plan and will maintain a personal relationship with donors in order to maximize their charitable and volunteer involvement in Los Angeles and Colorado.

The Director of Development will work closely with the Executive Director and the Board of Directors in all development and fundraising endeavors.

Responsibilities

- Develop and execute annual fundraising plan in order to increase chapter revenue and support the strategic direction of the organization
- Identify, research, cultivate and solicit a portfolio of donors
- Provide hands-on management and implementation of the development plan and budget to ensure that the chapter's long-term goals are being met
- Oversee the planning and execution of special fundraising events and parlor meetings
- Direct an annual fundraising plan and solicit reoccurring gifts from donors using annual giving levels
- Cultivate donor relationships and ensure effective and timely communication methods, including acknowledgement letters and other correspondence, newsletters, special mailings, telephone and in-person meetings
- Update and maintain prospect management information in database
- Monitor all foundation outreach activities, and in collaboration with appropriate staff, participate in relationship-building, content development, follow-up and reporting

Education and Experience

- Bachelor's degree from an accredited institution required
- A minimum of 7 years fundraising experience
- Knowledge of Los Angeles and Colorado communities, Jewish community, culture, traditions, Jewish Communal Services, Israel and current events
- Proven track record with previous non-profit and the ability to successfully raise funds, make presentations, direct mail activities, and prepare foundation requests
- Proficient in all Microsoft Office Suite of Products, Raiser's Edge
- Excellent interpersonal, organizational, written and oral communication skills