

## **Director of Georgia, Eastern Region**

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.

The Director 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.

The Director operates primarily in Atlanta, however, encompasses Georgia, Alabama, Tennessee, and South Carolina. This position reports to Executive Director Eastern Region who resides in Atlanta, GA.

### **Education:**

- Bachelor's degree from an accredited institution

### **Experience:**

- A minimum of 5 years fundraising experience required.
- Knowledge of the Southeast Regional Jewish community, culture, traditions, Jewish communal services, Israel and current issues.

### **Skills, Knowledge and Abilities:**

- Proficient in Microsoft Office Suite and Raiser's Edge.
- Excellent interpersonal, organizational, written and oral communication skills.

### **Essential Job Duties:**

- Identify, research, cultivate and personally solicit a portfolio of donors in the Southeast Region focusing primarily on midlevel range (up to \$25,000).
- Develop and maintain a personal relationship as the account manager to maximize all development opportunities through both ongoing FIDF events and individualized approaches.
- Research and develop prospects and cultivate and maintain relationships.
- Update and maintain prospect management information in database (Raiser's Edge)
- Coordinate regional events, including parlor meetings and the annual Gala Dinner.
- Develop and expand the smaller communities.
- Assume other responsibilities as needed to support fundraising tasks as requested by the Executive Director.

