

Director of Development, Silicon Valley

BACKGROUND

Friends of the Israel Defense Forces (FIDF) was established in 1981 by a group of Holocaust survivors to provide for the education and wellbeing of the men and women who serve in the Israel Defense Forces (IDF) as well as the families of fallen soldiers. Headquartered in New York City, FIDF is a 501c3 not-for-profit corporation that operates 15 regional offices in the United States and Panama.

The strength of the IDF, which has been guarding the State of Israel since it declared independence in 1948, derives from the selfless determination and great capabilities of the young men and women who form it. At the age of 18, all Israelis are drafted into the IDF. Those who serve commit to uphold the difficult tasks of defending Israel's borders and guaranteeing the safety of its people. FIDF is committed to providing these soldiers with love, support, and care in an effort to ease the burden they carry on behalf of the Jewish community worldwide.

FIDF offers educational, cultural, recreational, and social services programs and facilities that provide hope, purpose, and life-changing support for the soldiers who protect Israel and Jews worldwide. Their job is to look after Israel. Ours is to look after them.

PROGRAMS

Thanks to generous supporters, FIDF offers a range of programs that address the educational, social, economic, recreational, spiritual, and cultural needs of the IDF soldiers as well as the families of soldiers fallen in defense of the State of Israel.

Education & Culture

Education and knowledge have preserved the Jewish people for generations. FIDF believes that education is the foundation for a better society and promotes a range of educational and cultural initiatives for IDF soldiers and veterans. FIDF's programs broaden their knowledge, strengthen their Jewish identity, and invest in Israel's future.

The IMPACT! Scholarship Program is FIDF's flagship education program. Established by FIDF in 2002 to help IDF veterans realize their dreams of a higher education, this program grants four-year scholarships to combat soldiers who have completed their military service. IMPACT! enables soldiers to acquire a higher education in one of many institutions across Israel, making a mark on the academic system across the country, and ensuring a more educated population.

Wellbeing & Recreation

Mandatory military service places tremendous physical and emotional demands on the soldiers. FIDF's Wellbeing & Recreation Programs, which range from granting economic assistance to sponsoring much-needed vacations for combat battalions, seek to alleviate some of this stress.

Bereaved Families

FIDF's LEGACY Program supports the widows, orphans, and other family members who lost a loved one during military service. Through an array of recreational activities and life-cycle celebrations in Israel and the U.S., FIDF stands by their side as they rebuild their families.

Lone Soldiers

Thousands of IDF Lone Soldiers stay committed to carrying out their military duty despite being on their own. By providing social and financial support to these brave soldiers, FIDF creates a nurturing environment that helps them navigate through various challenges.

Medical

FIDF sponsors various Medical Programs that help wounded IDF soldiers recovering from their injuries, and prepare military physicians for combat and non-combat positions in the IDF.

Construction Projects

FIDF builds, refurbishes, and maintains recreation and sports centers, cultural and educational facilities, synagogues, memorial rooms, auditoriums, and "soldiers' homes" for soldiers throughout Israel.

POSITION SUMMARY

Reporting to the Executive Director of San Francisco Bay Area Region, the Director of Development will be responsible for raising income for the FIDF in the Silicon Valley and high-tech communities. The Director will identify research, manage and implement solicitation plans for a portfolio of individual, corporate, and foundation prospects. Currently, the region raises over 40% of its revenue from these communities (approximately 500 donors).

FIDF is seeking a dynamic self-starter with at least five years of direct experience in fundraising. It is most important for the Director to understand and have a sincere and genuine interest in the importance of FIDF's mission of supporting current members and veterans of the Israeli Defense Forces. A sophisticated and diplomatic personality who can work comfortably with people of influence and affluence is desirable. In addition, the Director should have contacts and relationships with the Silicon Valley/high tech communities.

EDUCATION:

- Bachelor's degree from an accredited university required.

KNOWLEDGE, SKILLS AND EXPERIENCE:

- At least 5 years of demonstrated success in philanthropic fundraising including direct solicitation of and securing of individual major gifts;
- Knowledge of Silicon Valley Jewish community culture and traditions;
- Demonstrated experience in designing and implementing a fundraising plan. Ability to articulate organizational goals related to building an effective philanthropy strategy;
- Possess a decisive and inclusive decision style with the ability to manage small details while focusing on the big picture. An organized manager, comfortable recommending strategic direction and implementing that direction on his/her own;

- A sincere and genuine interest in the mission of FIDF; experience with Israel and working with Israelis preferred;
 - Strong communication skills both verbal and written; skill in presenting oneself and communicating in a manner that is clear, effective and inspiring;
 - Excellent interpersonal and diplomatic skills, along with the ability to lead with integrity and inspiration; must be flexible and open to working with volunteer lay leaders;
 - Superior computer literacy; experience using donor management database systems to maximize fundraising results;
 - Possess high levels of enthusiasm and energy; be self-motivated and able to work well under pressure and handle several projects at one time;
 - Be available for evening and weekend events; should be available for occasional travel to Israel.
- Performs other duties as requested.

ESSENTIAL JOB DUTIES:

- The Director will lead, develop, implement, and manage short and long-term giving goals and strategies to support FIDF's mission and fundraising goals.
- Act as the primary relationship manager with assigned portfolio of donors and prospects; identifying, researching, cultivating and personally soliciting donors in the Silicon Valley.
- Work with lay and staff leadership to synergize strategy and implement a plan to maximize brand recognition and the generation of funds to support FIDF.
- Collaborate with the National Fundraising Department and regional staff on campaign-related materials and events to ensure accuracy and consistency of messaging.
- Manage the planning and implementation of special events for donor recognition and fundraising such as soldier visits, parlor meetings, speaking engagements, etc;
- Pre-solicit sponsors for annual gala dinner and assist with event planning.
- Recruit prospective board members.
- Recruit attendees for national missions to Israel.
- Maintain prospect management information through use of FIDF's prospect management database
- Assume other responsibilities as needed.

COMPENSATION

An attractive and competitive package, commensurate with level of experience, is available.

The FIDF is an equal opportunity employer.