**Director, Financial Services Division**

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 24 regional offices, around the country.

**Position Summary:**

The Director focuses on raising funds from the New York Financial Services Division. The overarching responsibility of the Director is to increase income for the FIDF in the Tri-State region focusing on the Financial Services community. The Director will identify research, manage and implement solicitation plans for a portfolio of individual, corporate, and foundation prospects.

It 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 Israel Defense Forces. A sophisticated and diplomatic personality who can work comfortably with people of influence and affluence is desirable. This position reports to the Vice President, Northeast Region.

**Education:**

• Bachelor’s degree required from an accredited university.

**Experience:**

• At least 5 years of demonstrated success in philanthropic fundraising including direct solicitation of and securing of individual major gifts; knowledge of the Financial Services community.

• Knowledge of New York City’s Jewish community culture, traditions, Jewish communal services

required.

• 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.

**Knowledge, Skills and Abilities:**

• 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.

**Essential Job Duties:**

• With an emphasis on the Financial Services community, 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.

• Work with New York lay and staff leadership to synergize strategy and implement a plan to maximize brand recognition and the generation of funds to support FIDF. This includes identifying, recruiting, and partnering with local lay leaders.

• Collaborate with 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; design and implement stewardship activities. This will include an annual Gala Dinner.

• Maintain prospect management information through use of FIDF’s prospect management

database.

• Assume other responsibilities as needed.