**regional vice president**

Friends of the Israel Defense Forces (FIDF) is a fundraising organization transforming the lives of the men and women of the IDF - Israel’s future leaders and society builders.  We are fast-paced, big-thinking, and performance-driven, and attract the brightest and most passionate who are professionally driven, personally motivated, and eager to make an impact.   Whether energized by making a difference in the lives of Israel’s soldiers, wounded veterans, and bereaved families, or by providing hope and life-changing support to a population of diverse ethnicities, religions, and socioeconomic backgrounds, FIDF is for you!

position summary:

The Regional Vice President is focused on achieving results which are aligned with the strategic goals of FIDF. Initiative, coupled with a sense of competitive drive, and the ability to stay focused on results despite changing conditions is critical. Self-assurance, and the confidence to purposely drive results while problem-solving and engaging the commitment of others is essential. A commitment to the FIDF mission and high standards of achievement are required.

A key focus of this role is to mentor, train and develop a regional team, and create an environment of energy, collaboration, and purpose. The position requires the ability to act independently, collaborate with others, a sense of urgency and the confidence to handle a variety of challenges.

A leadership style that is firm, goal oriented, and motivates, trains, and engages others in an enthusiastic way is important. The emphasis on building rapport and relationships with individuals and groups requires an outgoing, poised, and persuasive communication style.

Manage a portfolio of donors, which includes individual, corporate, and foundation prospects. Identify, research, and form a strategic plan while maintaining personal relationships with donors to maximize their charitable and volunteer involvement is essential. The job environment is flexible, constantly changing and provides growth opportunity, recognition, and reward for the achievement of results.

This position reports to the Chief Development Officer.

Key responsibilites:

* Lead, mentor, guide and evaluate assigned Directors and regional team
* Implement regional and chapter-specific plans, monitor progress against targets and guide the team to achieve their goals and objectives.
* Cultivate, steward, and build trusted relationships with a portfolio of donors and prospective major donors to generate new and increased giving.
* Collaborate with National and chapter staff on campaign-related materials and events, ensuring timeliness, accuracy, and consistency of message in all activities
* Represent FIDF in its values, needs and vision at events and to its various constituencies

It is important for the Regional Vice President to have a sincere and genuine interest in the importance of FIDF’s mission of supporting soldiers, families, and veterans of the Israel Defense Forces.

key performance INDIcatorS:

* Fundraising goal of a minimum $3M in annual revenue
* Increase annual results of each Chapter by a pre-determined %
* Collaborate with the Planned Giving and Foundations department planned giving prospects and foundation prospects to support each Chapters goals. The number of prospects are determined upon hire.

JOB CHARACTERISTICS:

* High focus on developing staff through mentorship and coaching
* Enthusiastic communicator, persuasive “selling” style through a collaborative approach
* Leadership based on ability to motivate others
* Sense of urgency for goal achievement within a fast-paced environment
* Strong commitment to results

qualifications:

* BA degree required; MA degree preferred
* Minimum 10 years management level experience in major gifts fundraising.
* Knowledge of Western States communities, Jewish community, culture, traditions, Jewish Communal Services, Israel and current events.
* Demonstrated success in developing and implementing short and long-term strategic activities measured against clear goals and objectives.
* Demonstrated experience and strong relationships with high-net worth donors that have resulted in closing seven figure gifts.
* Working knowledge of charitable gift planning and philanthropic vehicles to facilitate sophisticated philanthropic and estate planning conversations preferred.
* Experience managing a team and success leading high-performing, empowered teams in a culture of creativity and accountability.
* Must have strong interpersonal skills and ability to work with a wide variety of donors and lay leaders.