

## YOUNG LEADERSHIP CAMPAIGN MANAGER

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:

FIDF is currently seeking a full-time Young Leadership Campaign Manager, who will report to the National Young Leadership Director and will be a member of the dynamic, professional, and fast-paced National Young Leadership team. The National Young Leadership Campaign is a newly established campaign focused on developing and implementing an organization-wide strategy to engage and fundraise within a key demographic group of young professionals, ages 21-40, with a focus on building a lay leadership talent pipeline.

The focus of this job is making connections with people, motivating, and inspiring them to achieve fundraising results. Poise and an engaging, empathetic communication style based on natural warmth and enthusiasm is the key to achieving the goals of this job.

The work involves driving toward results by enrolling the commitment and buy-in of others, both colleagues and local Board members. While the job requires strong initiative and self-direction, results are only achieved with and through people. Knowledge and skill in how to successfully influence and persuade others by understanding how their individual needs and motivations link to goals is essential.

This role has variety of tasks and is dynamic and changing; and requires regularly meeting and pro-actively establishing relationships with existing and new Young Leaders. The ability to understand, quickly react and motivate others to adapt is a critical key to success.

### KEY RESPONSIBILITIES:

- Cultivate and steward new and existing Young Leadership donors to retain and grow
- Create and manage peer-to-peer fundraising campaigns
- Create and manage pipeline reports to support chapter growth
- Coordinate logistics and execute all local events including local chapter committee meetings, parlor meetings, Shabbat dinners, large-scale parties, etc.
- Represent FIDF at various events to engage prospects and identify partnership opportunities
- Manage local YL communications and related tasks including, but not limited to; responding to requests for information from donors and executing chapter e-blasts/newsletters
- Curate and maintain local social media campaigns in collaboration with the National media team
- Effectively utilize the CRM platform in support of donor relationship management
- On occasion, assist with the local chapter events and campaigns

- **Board Governance**
  - Effective communication with the local lay leaders and providing in a timely and accurate manner all information necessary for success
  - Work with local Board members and serve as a resource to those who engage in prospect/donor cultivation, solicitation, and stewardship
  - Provide timely and accurate reporting to local Board members

It is important for the Campaign Manager 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 INDICATOR:

- Develop and maintain 120 significant donor relationships
- Recruit a minimum of 100 new Young Leadership Members in the first 12 months
- Find and secure new donors >\$1,800
- Recruit for the National Young Leadership Mission to Israel
- Chapter data integrity to support decision making and prospect management
- Manage a local expense and fundraising budget, as part of the National YL initiative

#### JOB CHARACTERISTICS:

- Manage multiple initiatives occurring simultaneously
- Sense of urgency for goal achievement within a fast-paced environment
- High focus on people and relationships
- Confident, enthusiastic, persuasive influencer, stimulates others to action
- Creative self-starter and the ability to work both independently and as a team player
- Strong commitment to results
- Leadership based on ability to motivate others

#### QUALIFICATIONS:

- Bachelor's Degree from an accredited college/university
- Minimum 2-5 years of fundraising, events, and/or community building experience
- Understanding of local Jewish community not required, but preferred
- Excellent written, oral, and communication skills
- Knowledge of Microsoft Office 365 applications required and experience using CRM tools, with Raisers Edge experience preferred
- Ability to travel locally required. Occasional international travel to Israel as well as occasional working on Sundays and evenings required