

## **DEVELOPMENT ASSOCIATE**

### **About Us**

Friends of the Israel Defense Forces (FIDF) is a humanitarian nonprofit that provides life-changing support for the courageous young men and women of the Israel Defense Forces (IDF). We transform their lives through empowering educational, financial, well-being, and cultural initiatives as they protect the State of Israel and her people. Inspired by them, we strive to champion a culture of courage worldwide, ensuring a secure and thriving Israel today and forever.

Our community of supporters and staff are passionate, courageous, impactful. Our work is driven by core value that transcend gender, age, political leanings, nationality, and religion. Our vital mission and breath of programs resonate with a diverse array of supporters – all are welcome!

Our workplace is vibrant and dynamic, encouraging bold creativity, ingenuity, and vision. We're searching for new talent to contribute to our mission and team.

### **About You**

You have a broad range of interests, solid technical aptitude, and an eagerness to contribute and grow. You have a can-do attitude, a customer-service approach, and enjoy working collaboratively.

### **About The Role**

The focus of this job is on achieving results which are aligned with the larger picture of the organization and its strategic fundraising goals. Initiative, coupled with a sense of competitive drive, and the ability to stay focused on results despite changing conditions, is the key to achieving success in this role.

There is an emphasis on building rapport and relationships with individuals and groups and requires an outgoing, poised, and persuasive communication style. Because the pace of the work is faster than average, the ability to learn quickly and thoroughly while continually recognizing and adapting to changing conditions is critical.

Emphasis is on results, relationship building and effective use of the Organizational systems; to cultivate or steward gifts from, individuals, foundations and planned giving.

### **Essential Job Duties**

- Steward existing donors to retain and grow
- Create and manage pipeline reports to support chapter growth

- Work with local Board members and serve as a resource to those who engage in prospect/donor cultivation, solicitation, and stewardship
- Effectively utilize the CRM platform in support of donor relationship management
- Provide timely and accurate reporting to Chapter Director and local Board members
- Create and manage peer-to-peer fundraising campaigns
- Provide support to Chapter Director for public presentations to engage small or large groups of participants, volunteers, and donors

**Key Performance Indicators:**

- Find and secure new donors >\$1,800
- Plan and execute events to drive awareness and engagement in FIDF
- Chapter data integrity to support decision making and prospect management

**Position Qualifications:**

- Bachelor's degree preferred
- Experience working in a nonprofit organization
- Passion for the FIDF mission
- Sense of urgency for goal achievement and managing varied activities
- Results focus, innovative and creative problem solving
- Relationship building focused on achieving results
- Engage commitment of others
- Confident, enthusiastic, persuasive influencer, stimulates others to action
- Accountability for results

**Benefits and compensation:**

- Medical, Dental, Vision, Early dismissal for Shabbat, 403b with employer matching, Life Insurance, Disability Insurance, FSA, Jewish and Federal paid holidays, sick days and vacation
- Compensation is commensurate with experience. The salary range is \$55,000 - \$65,000.

**How to apply:**

Please send your cover letter and resume to [hr@fidf.org](mailto:hr@fidf.org)