



Job Announcement

Position Title: Senior Director of Philanthropy

Department: Development

Classification: Regular, Full-Time Exempt, works from Jewish Long Beach Offices

Supervisor: Chief Executive Officer

Salary Range: \$95,000 - \$135,000, depending on experience

About the Organization

Open to everyone, Jewish Long Beach (JLB) has served our community by improving lives, building bridges of understanding and inclusion, and building a vibrant Jewish community across three interconnected pillars (Alpert JCC, Jewish Community Foundation, and Jewish Federation) since 1948. Each year, more than 10,000 people visit the Alpert JCC for experiences that span early childhood education, day camp, fitness, recreation and aquatics, and Jewish cultural programs. Learn more about who we are and our mission by visiting www.JewishLongBeach.org.

Position Overview

We are seeking our next **Senior Director of Philanthropy (SDP)** to help lead and expand the philanthropic vision of Jewish Long Beach.

Jewish Long Beach is on a mission to strengthen community, deepen connection, and expand opportunity across three core pillars: the Jewish Community Foundation, the Jewish Federation, and the Alpert Jewish Community Center. Together, these platforms create a dynamic ecosystem for impact, both locally and beyond.

With over \$30 million in managed assets and nearly \$2 million raised annually, Jewish Long Beach serves as both a steward of long-term legacy giving and a driver of immediate community investment.

The Senior Director of Philanthropy will play a critical leadership role in growing this impact by cultivating major gifts, shaping donor strategy, and building a culture of philanthropy that sustains and advances Jewish life across our region.

This is a role that thrives at the intersection of strategy and action. You'll be part of the senior leadership team and work side by side with the CEO to create experiences that inspire giving, foster stewardship, and grow our community. Your work will not just fund programs; it will fuel our collective mission and deepen the sense of belonging for everyone we serve.



Key Responsibilities

- Develop and implement a comprehensive fundraising strategy to support the mission of Jewish Long Beach and its Foundation
- Oversee all fundraising activities, including major gifts, annual giving, planned giving, and special events
- Ensure that all fundraising efforts comply with ethical and legal standards, as well as the hospital's policies and procedures
- Monitor and analyze fundraising data to measure progress towards goals and make strategic adjustments as needed
- Collaborate with marketing team and senior leadership to develop and implement effective messaging and materials for fundraising campaigns
- Lead and manage a team of philanthropy professionals, providing guidance, support, and mentorship in their fundraising efforts
- Cultivate and maintain relationships with major donors, foundations, corporations, and community partners to secure funding
- Work closely with leadership and program directors to identify funding priorities and develop compelling cases for support
- Provide regular updates and reports to leadership, the Board, and committees on fundraising progress and initiatives
- Foster a culture of philanthropy within the organization, working to educate and engage staff, volunteers, and board members in fundraising efforts
- Represent Jewish Long Beach and the Foundation in the community, serving as an ambassador and advocate for the organization
- Stay current on trends and best practices in philanthropy and fundraising, continuously seeking new and innovative ways to engage donors and raise funds
- Act as a liaison between donors and Jewish Long Beach, ensuring that their contributions are recognized and stewarded appropriately
- Collaborate with other departments within the organization to support fundraising efforts and promote a cohesive approach to philanthropy
- Lead the Foundation's efforts to fulfill development goals and strategies, including a particular emphasis on annual goals
- Cultivate, solicit, and steward donors across JLB initiatives ensuring personal, high-touch engagement
- Manage Foundation granting, scholarships, and legacy giving including proposals, reporting, and donor communications
- Use data and CRM tools to track relationships, campaigns, and outcomes adjusting strategies as needed



Skills and Competencies

- **Doer and Relationship Builder:** You thrive in a hands-on role, bringing energy and focus to every initiative while connecting authentically with donors and stakeholders.
- **Communicator Extraordinaire:** You craft compelling stories and deliver them with clarity—whether in writing, in conversation, or in front of a group.
- **Juggle with Grace:** You navigate multiple campaigns and priorities seamlessly, keeping everything moving forward without losing sight of impact.
- **Collaborator at Heart:** You enjoy working with volunteers, Board members, and donors to co-create experiences that inspire giving and engagement.
- **Culturally Fluent:** You understand Jewish culture, philanthropy, and the ecosystem of Federation and Foundation giving, bringing context and insight to your work.
- **Learner:** Other duties as assigned by supervisor.

Education, Experience and Basic Qualifications

- Bachelor's Degree required, advanced degree preferred
- Minimum 5 years of professional fundraising, with the ideal candidate having experience in direct solicitation, legacy solicitation, and campaign execution
- Experience with Federation campaigns, major gifts, and Foundation fundraising strongly preferred
- Employees must be legally authorized to work in the United States. Verification of employment will be required at the time of hire.

Supervisory and Travel

- May supervise staff or interns
- Local travel to donor meetings and community events required
- Occasional travel to conferences

Physical Requirements and Work Environment

The physical requirements and work environment characteristics described here are representative of those an employee encounters while performing the essential duties of this job. Reasonable accommodation may be made to enable individuals with disabilities to perform the essential duties. The employee works from Jewish Long Beach offices and will have access to restroom, copy room and break room facilities.

Standard office environment with frequent evening and weekend commitments related to donor engagement and community events. This role requires extended periods of sitting, computer use,



and frequent communication through presentations and donor meetings. Due to travel and special events, there will be occasional exposure to outside weather conditions. The work shifts from moderately paced to fast-paced and highly collaborative, involving frequent interaction with leadership, donor and community partners. Candidates must be comfortable managing multiple priorities, engaging in public speaking, and adapting to a flexible schedule.

Equal Opportunity Employer

Jewish Long Beach is proud to be an equal employment opportunity employer. We are committed to creating an all-inclusive environment for all and does not discriminate on the basis of race, color, religion, gender, sexual orientation, gender identity, marital status, age, national origin, disability, protected veteran and other status protected under Federal, state, or local law.

How to Apply

To apply for this position, please submit your application online using the following link:

<https://www.paycomonline.net/v4/ats/web.php/portal/E7E43BF4B708C7D27029D2F26D8E864D/jobs/409038>

Alternatively, you can visit our website at www.jewishlongbeach.org and navigate to the Careers page located at the bottom of the website under Resources to view and apply for current job openings.