

Job Description Chief Development Officer

Background

For over 60 years, our organization has led the way in building a warm, welcoming, and inclusive community for Jews and non-Jews in central Florida. We are beginning a new era of Jewish experiences, transforming our campus into several new and exciting services [day camp, cultural center, etc.] and a state-of-the-art event center. This is an exciting time to build upon the strengths of this wonderful Jewish community.

Summary

Our mission is to strengthen Jewish life and identity in our community, provide for Jewish people in need and promote support for Israel. We are seeking an experienced, entrepreneurial development leader with a passion for the Jewish Community who will build upon its established strengths and further energize the community. The successful candidate will have a unique opportunity to collaborate with leadership to shape the future and move the organization forward in realizing its vision for the Campus and community.

Responsibilities

- Accountable for executing all aspects of annual fundraising, capital campaign and endowment giving
- Implement strategies to achieve significant donor acquisition and increase revenue across income streams
- Build and supervise collaborative, results-driven development professionals
- Engage donors as ambassadors and fund-raising partners
- Personally, secure new and increased gifts
- Collaborate closely with Marketing Director to customize donor experience
- Represent the Federation at a full calendar of civic and charitable functions and events to cultivate relationships with current and potential donors.

Qualifications & Experience

- Previous professional experience implementing Jewish Federation fund-raising models
- Demonstrated results personally securing major gifts, capital gifts and planned gifts, including endowments.
- Success in developing, supervising, and mentoring a team of professionals
- Superb verbal and written communications skills
- Outstanding ability to cultivate relationships with donors and community leaders of all types
- Ability to leverage CRM database for donor segmentation and customization
- Knowledge of Jewish identity, demographic and communal issues and challenges