

Director of Development

Our client, **The American Technion Society**, is currently seeking a **Director of Development** to join their growing organization. The position is based out of the New York City office as COVID protocols allow. This position requires some evening and possible weekend hours, as well as traveling to frequent meetings throughout the Tri-State Region.

The American Technion Society

The American Technion Society (ATS) supports visionary education and world-changing impact through the Technion-Israel Institute of Technology, in Haifa, Israel. Based in New York City, it represents thousands of U.S. donors, alumni and stakeholders who invest in the Technion's growth and innovation to advance critical research and technologies that serve the State of Israel and the global good. The Technion is regarded as Israel's leading technology institute and is the center of its entrepreneurial success. Over more than 80 years, ATS has raised nearly \$2.6 billion for the Technion, more than any other U.S.-based fundraising organization for higher education in Israel.

YOUR ROLE

For individuals who are passionate about the continued economic success and support of Israel, the Director of Development position is an incredible opportunity to build upon the community of donors and active lay involvement in ATS to strengthen commitment and connection to the Technion and ATS. Reporting to the Senior Director of Development, this person will work with active lay leaders in the organization and have a chance to incorporate their diverse fundraising skills, conduct direct solicitations, build a deeper pipeline of prospects and donors, manage events, and be the face of the organization for many of the stakeholders in the NY Metropolitan area. As the Technion approaches its 100th anniversary, the successful candidate will have the opportunity to participate in the planning of exciting events throughout the U.S. and in Israel.

Duties include, but are not limited to, the following:

- Partner with the Senior Director of Development to manage the American Technion's Society's presence in the NY Metro Region
- Develop and grow American Technion Society's donor base of individuals and foundations capable of giving \$25,000+
- Develop and manage a portfolio of 100 prospects, including selected alumni, of which 40 will be high priority potential donors.
- Partner and build long-term relationships with the New York Metro Board and other lay leaders, involving them in ATS activities and groups to create community and commitment for ATS.
- Relate to and develop relationships with all levels of supporters to build our next generation of donors and leaders over the coming years and engaging our existing and potential pool of donors and leaders now.
- Create momentum by building on existing cohorts of givers through events and projects so that being involved with ATS is more than just a donation.
- Help identify and cultivate multi-generational donors as we look to celebrate Technion's 100th Anniversary in 2024

- Advance the presence of the American Technion Society through impactful activities and relationships that further the interaction with prospects and be a key figure representing the Technion in these circles
- Work with ATS colleagues and board leadership in the development of strategic annual and long-term fundraising plans and evaluate progress to goals
- Foster relationships with key ATS and Technion stakeholders in areas of prospect development, proposal development, stewardship, etc.
 - Utilize the ATS database to maintain accurate records of all donor interactions, individuals' programmatic interests, trends in giving and type of support to solicit
- Work alongside Senior Director to build, identify and introduce new leadership for NY Metro Board.
- Travel throughout the New York Metro Region, as well as periodic trips for professional meetings in the U.S. and to the Technion campus in Haifa

YOUR EXPERTISE

- A strategic thinker and a self-starter who understands a vision of success and can translate it into a tactile plan
- At least 7 years of quantifiable fundraising success with major gifts in higher education, science, technology, research, or advocacy organizations
- Public speaking, networking, and negotiating skills; ability to connect and build relationships with many different audiences
- Passion for Israel, and a strong connection to ATS's mission
- Experience working with Board and lay leadership
- Prior non-profit experience preferred
- Bachelor's degree, Master's degree preferred
- Knowledge of Hebrew a plus
- Experience with Microsoft Office suite along with fundraising and database software.

*Successful candidates are required to be fully vaccinated for Covid-19, absent medical or religious accommodations

Have we described a role that you have been seeking, along with a set of skills you possess? If so, we'd like to hear from you immediately. Please forward your resume **and** cover letter to mkolev@operationsinc.com.

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\$140,000 - \$160,000/yr. Full-time. Director