

POSITION SUMMARY

Overview

[ADL](#) is the leading anti-hate organization in the world. Founded in 1913, its timeless mission is to stop the defamation of the Jewish people and to secure justice and fair treatment to all. Today, ADL continues to fight all forms of antisemitism and bias, using innovation and partnerships to drive impact. A global leader in combating antisemitism, countering extremism, and battling bigotry wherever and whenever it happens, ADL works to protect democracy and ensure a just and inclusive society for all.

The ADL is seeking a **Senior Director of Principal Gifts** who will lead the development and execution of ADL's principal giving strategy. This individual will be charged with securing philanthropic support at the \$500,000+ level from individuals and institutions with the ability to respond rapidly to new and/or urgent fundraising priorities. The Senior Director will provide strategic leadership and management for a team of frontline fundraisers who identify, cultivate, solicit, and steward principal gift prospects. Strong candidates will be strategic thinkers with exceptional relationship building skills, demonstrate a deep understanding of major and principal gifts fundraising, and have a proven track record of securing transformational, high-level gifts.

ADL is an equal opportunity employer and does not discriminate on the basis of age, race, creed, religion, color, national origin, sex, sexual orientation, gender expression, marital status, physical or mental disability, veteran status, or military status, or in violation of any applicable Federal, state or local laws.

Key Responsibilities

- Develop and implement a white glove principal gift fundraising strategy that nurtures meaningful partnerships and aligns philanthropic support with organizational priorities and goals
- Provide visionary leadership and strategic direction to the Principal Gifts team
- Support the fundraising efforts of the CEO, Senior Advisor, SVP of Development, and other executives
- Foster a collaborative and results-driven culture
- Collaborate across the organization to identify and prioritize principal gift opportunities and funding priorities
- Oversee the development of solicitation proposals, gift agreements, and donor stewardship plans
- Cultivate and steward a portfolio of individuals, foundations, and corporate donors with the capacity to make principal-level gifts of \$1,000,000+
- Oversee the maintenance of accurate and up-to-date donor records in the CRM database, ensuring the effective tracking of donor interactions, gifts, and prospect activity
- Ensure the development and implementation of high-touch events and activities

Qualifications & Skills

- Bachelor's degree or equivalent professional experience
- 7+ years of progressive leadership responsibility in major and principal gift fundraising
- Demonstrated success securing six, seven, and eight-figure gifts
- Previous success building and developing a high-performing principal gifts fundraising team
- Experience working with senior leaders, high net worth individuals and a range of philanthropy professionals
- Adept at analyzing and utilizing data to optimize efforts and results
- Excellent communication, writing and interpersonal skills
- Ability to inspire, influence and build credibility with diverse stakeholders
- Proficiency using fundraising databases (Salesforce), MS Office applications and online collaboration tools
- Passion for and commitment to advancing the mission and goals of the ADL
- Willingness and ability to travel regularly (up to 25% of the time) and work some nights and weekends as needed

How to Apply

Please submit a resume and cover letter to Jamie Perry, Evolve Giving Group:
jamioperry@evolvegg.com