

DEVELOPMENT DIRECTOR

POSITION SUMMARY

Jewish Philanthropies of Southern Arizona (JPSA) seeks a dynamic, motivated, and entrepreneurial fundraising professional for the role of Development Director. The Development Director is responsible for overseeing and securing vital revenue streams, including but not limited to the annual campaign, corporate sponsorships, endowment, and supplemental giving. The director guides strategic planning processes within the development department and is responsible for stewarding and soliciting gifts from major and mid-level donors. The Development Director works alongside the Chief Development Officer to ensure the organization's development efforts are robust and successful.

JPSA is the result of the consolidation of the Jewish Federation of Southern Arizona and the Jewish Community Foundation of Southern Arizona. JPSA partners with organizations, families, and individuals to foster and enhance community and respond to those in need – enriching Southern Arizona, the Jewish people, and the world.

ESSENTIAL JOB FUNCTIONS

- Plan, coordinate, and implement strategic fundraising plans to increase the financial capacity of Jewish Philanthropies of Southern Arizona.
- Prospect, cultivate, solicit, and steward a portfolio of donors and prospects, securing contributions through face-to-face solicitations.
- Manage a team of 4-6 full-time professionals; clearly establish roles and responsibilities and facilitate teamwork and the professional development of direct reports.
- Manage and maintain realistic development budgets (revenue and expense) in conjunction with CDO and CFO.
- Track all donor interactions in CRM for metrics and measurement.

QUALIFICATIONS

- Demonstrated relationship building and people skills. A sophisticated and diplomatic personality who can collaborate comfortably with people of influence and affluence is essential.
- The emotional intelligence, maturity, and sound judgment necessary for interacting with donors, volunteers, board members, and staff.
- The ability to secure new donors and funders via face-to-face solicitation.
- Completes tasks with velocity, accuracy, and timeliness, manages multiple projects to achieve established deadlines, and comfortably prioritizes and delegates tasks proactively and effectively.
- Knowledgeable about the Jewish community, culture, and practices. Passion for the JPSA mission and its work to sustain the Jewish community, including Israel and world Jewry.
- Strong written and oral communication skills. Comfort with public speaking.
- Enthusiastic attitude, eager to meet challenges and adapt to a rapidly changing environment.
- Knowledge of and a manifest desire to continue learning fundraising best practices, including cultivation, solicitation, and stewardship. Has successfully led sales or fundraising and development efforts with previous organizations.

REQUIREMENTS

- Bachelor's degree required.
- Minimum six years of experience in an active fundraising, sales, or related role with experience successfully soliciting four-figure donations or more.
- Minimum 4 years of experience in a management or leadership capacity, including staff supervision and budget development.
- Previous experience working or being engaged in the Jewish community
- Planned giving experience preferred.
- Knowledge of CRM databases is a plus.
- A valid Arizona driver's license and reliable transportation must be maintained throughout employment.

COMPENSATION

Commensurate with experience, this position has a hiring range of \$70,000 to \$78,000 annually. Competitive benefits package included (medical, dental, vision, vacation, FSA, etc.)

DISCLAIMER

The preceding job description has been designed to indicate the general nature of work performed, the level of knowledge and skills typically required, and the usual working conditions of this position. It is not designed to contain or be interpreted as a comprehensive listing of all requirements or responsibilities that may be required by employees in this position.

EQUAL OPPORTUNITY EMPLOYER

The Jewish Philanthropies of Southern Arizona is an equal opportunity employer and does not discriminate against otherwise qualified applicants based on race, color, religion, age, sex, national origin, disability, sexual orientation, veteran status, or any other condition prescribed by federal, state, or local law