

MAJOR GIFTS OFFICER
THE AMERICAN FRIENDS OF BEIT RUTH, NEW YORK CITY, NEW YORK

About Beit Ruth

Beit Ruth for Young Women and Girls At Risk is a long-term therapeutic residence, school, and Youth Village in Israel with a mission to ensure that vulnerable and at-risk girls are given the opportunity to thrive emotionally, socially, and academically, thereby breaking the cycle of violence for themselves and future generations of children. In a safe, structured, and loving home-like environment, Beit Ruth staff provide the academic and therapeutic resources necessary to enable at-risk girls to re-enter society as caring, educated, independent, and empowered young women. Through advocacy, we share our best practices and model program to educate, empower, and engage a global community to create social change. For more information, please visit www.beittruth.com.

Position Overview

American Friends of Beit Ruth seeks an experienced, passionate, and creative ideas-driven Major Gifts Officer. This is a full-time hybrid position, reporting to the Executive Director and working closely with both staff and leadership.

The MGO, collaborating with the Executive Director, is directly responsible for cultivating and soliciting major gifts, with a focus on bringing in new donors to the organization, by devising and implementing strategies to acquire, renew, steward, and upgrade major gifts which are defined as \$10,000+.

The salary range (based on experience) is competitive, and with a comprehensive benefits package.

Essential Functions

- Work closely with the Executive Director and Development Coordinator to implement a comprehensive fundraising strategy to identify and cultivate new prospects, solicit mid-level to major gifts and expand and steward a portfolio of current and prospective donors (150 plus major donors and prospects).
- Strategize/Prioritize portfolio assignments and fundraising goals to build and manage a pipeline of donors to maximize the success of the overall fundraising and development campaign.
- Conduct face-to-face meetings with donors and prospects.
- Work closely with lay leadership and Board, Gala committees, and colleagues in New York and in Israel to identify new major gift prospects and develop ways to engage them.
- Direct prospect strategy conversations to develop and enhance individual solicitation strategies and donor opportunities.
- Review current donor engagement and research to develop opportunities to engage existing donors you identify with the capacity to increase to a major gift and current major gift donors who can increase their giving.
- Draft proposals and impact reports for special campaigns, appeals, partnerships and donors as needed.

- Work with the Communications Director to develop and update supportive campaign and stewardship materials.
- Help build a planned giving program.
- Develop and help plan fundraising events and programs including collaboration with Israel program staff to connect with prospects and existing donors.
- Identify and nurture perspective and current donors as potential new Board members, Committee members and Gala Honorees.

Qualifications:

- A strategic, goal oriented and innovative development professional with outstanding interpersonal skills who can relate in a sincere manner to a diverse donor and prospect base.
- 5 to 10 years of direct frontline major gift experience with a track record of closing five and six figure level gifts and increasing giving levels from current donors.
- A creative and flexible self-starter who thrives in a team environment, bringing both strong collaboration skills and independent initiative in working with professional and volunteer leadership.
- A strong knowledge of moves management and demonstrated ability to develop and execute short, medium, and long-term engagement strategies.
- Experience with fundraising management CRMs and related prospect research software coupled with an understanding of fundraising analytics to enhance and innovate fundraising strategies.
- Exceptional writing, editing and verbal skills, including the ability to actively listen, develop and target messages to a variety of audiences.
- An ability to set priorities, manage projects and meet deadlines.
- Experience with multi-year pledges and planned giving approaches.
- Knowledge of the New York Jewish philanthropic community. Florida, Chicago and Toronto a plus.

If you or someone you know might be a suitable candidate for this position, please forward in confidence, the person's name, cover letter, resume, and contact information – use subject header “Beit Ruth MGO Position” - to Elissa Einhorn at ElissaE@beitruth.com.