



Yeshiva University

Director of Institutional Advancement

New York, NY



About Yeshiva University

Founded in 1886, Yeshiva University (YU) has a strong tradition of combining Jewish scholarship with academic excellence and achievement in the liberal arts, sciences, medicine, law, business, social work, Jewish studies, education, psychology, and more.

YU is a leading global educational institution that employs 2,000 people on various campus locations -- Wilf Campus, Beren Campus, Brookdale Center, Resnick Campus in the Bronx, the Gruss Institute in Jerusalem, the Boys High School in Manhattan and the Girls High School in Queens. From the distinguished faculty to the dedicated staff, YU works to fulfill their mission through all that they teach, by all that they do and for all those they serve. YU seeks to attract and retain engaged and committed individuals who contribute to an exciting working environment, where there is a sense of community and belonging, balanced with a significant cross section of people from diverse backgrounds working and studying together.

To learn more about YU, please visit: www.yu.edu

Position

Yeshiva University seeks strategic, dynamic, and highly relational leader with demonstrated success in building capacity and increasing revenue to become its Director of Institutional Advancement for Yeshiva College (YC) and Stern College or the Sy Syms School of Business (SSSB). The successful candidate must have an authentic passion for the mission and demonstrated success in development strategy and operations and as an engaging fundraiser. The Director must be a highly articulate communicator skilled at making a compelling case for university support. This person will manage YC/Stern or SSSB philanthropic efforts, including annual giving, Board management, campaign planning, and all other related engagement and fundraising initiatives. The Director will partner with the YU Institutional Advancement team to plan, develop, and implement a strategy around parts of the Yeshiva University undergraduate colleges that includes raising funds from parents, alumni, and stakeholders. The Director will report to and work closely with the Associate Vice President of Institutional Advancement.

Specific responsibilities include:

- Manage philanthropic efforts of both the Yeshiva and Stern College Boards or the Sy Syms School of Business Board on annual and multiyear fundraising strategies, identifying, cultivating, and soliciting new donors.
- Manage the execution of Board Meetings, including setting the agenda with the Chairman of the Board and the Dean.

- Develop relationships with YC/Stern or SSSB board members and ensure that their participation is meaningful and productive.
- Work with current Board members to increase giving for particular projects and annual gifts.
- Help identify parents/alumni and potential donors and other potential donors with capacity, and work with and identify potential funding possibilities with these constituencies.
- Meet with Dean Karen Bacon or Dean Noam Wasserman bi-monthly. Help get the Dean in front of donors when applicable.
- Work with the Dean to identify appropriate funding opportunities at all levels for board members and other potential donors and stakeholders
- Analyze past successes, data, and protocols to suggest and carry out initiatives that cause the school to function best.
- Liaison and partner with the larger YU Institutional Advancement team.
- Manage a portfolio of 150 individuals, made up of board members, current donors, parents, and alumni.

Qualifications

- An authentic commitment to the mission and values of YU.
- A successful track record with major gift solicitation.
- Highly motivated and self-directed; a strong work ethic and ability to maintain and model high personal, ethical, and professional standards.
- Demonstrated success developing and implementing strategic activities and tasks with clear goals, objectives, and measurement tools. Familiarity with fundraising CRMs and Excel.
- Ability to work with and motivate colleagues, board members, and other volunteers to participate in YU's fundraising efforts.
- Excellent interpersonal skills. Ability to interact and engage comfortably with a wide variety of key constituents across the YU community.
- Excellent communication skills; effective at engaging audiences both on paper and in-person.
- Awareness and understanding of the role of social media in fundraising.
- Self-starter with the ability to work independently, as well as collaboratively as a member of the IA department, in a goal-oriented team environment.
- A Bachelor's Degree is required.

Benefits

YU offers an excellent compensation package, and a broad range of employee benefit plans, including immediate participation in the University's retirement plan. Staff members are



typically eligible for four weeks paid vacation each year and have access to a shuttle to nearby subway locations.

This position description is based upon material provided by Yeshiva University, an equal opportunity employer.

Tani Weissman, Senior Talent Consultant