



American Friends of Sheba Medical Center

Eastern Regional Director

New York, NY



Background

Established in 1948 as Israel's national hospital, Sheba Medical Center is now an internationally recognized healthcare facility and the largest medical center in the Middle East. Four years in a row, Newsweek magazine ranked Sheba on its prestigious list of the top ten medical centers worldwide. Every year, Sheba's 10,000 medical professionals deliver 11,000 babies, perform 50,000 surgeries, treat over 50,000 cancer patients, train IDF medical personnel, and touch almost 1 in 5 Israelis. Sheba is a leader in treating injured IDF soldiers and with Israel's international medical humanitarian work. During the war in Ukraine, Sheba successfully established a fully functional field hospital, Israel's first civilian field hospital in a war zone, that has treated over 6,000 patients. In addition, Sheba has a medical technology incubator, the ARC Innovation Center, which is a major driver of health tech innovation in Israel and globally.

As the pandemic continues to challenge hospitals all over the world, Sheba has been a global leader in orchestrating a myriad of COVID-19 initiatives. Sheba was the first in the world to vaccinate immunocompromised citizens with the third Pfizer vaccine, followed by being first in the world to provide the third Pfizer vaccine to medical personnel and citizens alike. Sheba's "Green Classroom" initiative played a vital role in keeping elementary schools open during COVID-19 waves. In accordance with their motto, 'Hope Without Boundaries', Sheba has been determined to do all it can to provide the best care for any patient from any corner of the world.

In the 1970s, two American 501(c)3 organizations were formed to raise money to support the Medical Center. In January 2021, the two organizations merged into the national American Friends of Sheba Medical Center. Sheba is central to Israel's healthcare system and a major goal is to expand awareness of this in the US and grow financial support. The newly merged American organization has the opportunity to help expand Sheba's amazing work and human impact by engaging new major donors and foundation partners.

For more information, please visit: <https://www.afsmc.org/>

Position

The Eastern Regional Director role is a new and critical role for American Friends of Sheba Medical Center (AFSMC). The Regional Director will join AFSMC at an exciting moment of growth and will have the unique opportunity to help chart a course to further the organization's reach and impact.

The Regional Director holds primary responsibility for all AFSMC activities in fourteen states in the northeast. This includes fundraising, foundation proposals, donor stewardship and development, planning/overseeing events, public speaking, and leadership development. In collaboration with the national staff and regional colleagues, the Regional Director will design



and execute a comprehensive and diversified fundraising plan which includes major gifts, in-person activities, board and leadership development, affinity group campaigns, capital and planned giving, and Israel travel. The region currently raises approximately \$6M annually with a potential that is far greater. The Regional Director will help AFSMC raise its overall competitive position with existing donors and design and drive growth initiatives that enable the organization to increase its visibility and tap into new segments of the donor marketplace effectively. The ideal candidate should be a strategic thinker with the outstanding organizational, interpersonal, and communication skills necessary to build strong and trusted relationships with staff, donors, and board members.

The Regional Director will supervise two full-time positions (one currently open) and the work of an hourly, part-time staffer. Fundraising growth will enable the hiring of additional staff, and hourly or project staff can be hired as needed.

The Regional Director will report to the Chief Executive Officer with a dotted line to the Chief Development Officer.

Primary responsibilities include:

- Increase AFSMC's fundraising efforts in the New York tri-state area and develop an organizational presence in Boston, Philadelphia, Baltimore, Washington D.C., and other major cities across the northeast.
- Identify, engage, and cultivate new major donors and foundation partners.
- Develop and lead execution of the annual development plan, ensuring AFSMC meets its annual revenue goals.
- Ensure the stewardship, engagement, and overall relationship management of all major donors.
- Lead, manage, and mentor regional staff; develop and hire talent with an emphasis on consistently high-performing teams.
- Engage and develop the Eastern Regional Board; make consistent efforts to cultivate and recruit new board members.
- Serve as senior executive and a visible Sheba leader in the northeast and foster a regional culture and sense of unity among lay leadership, donors, and staff.
- Develop strategy and a multi-year calendar for regional activities and plans.
- Serve as a thought partner with the other U.S. staff and key lay leadership and develop short-term and long-term strategies for AFSMC fundraising growth and success.
- Develop and manage the regional budget.
- Ensure there is timely, accurate communication to donors and foundations.
- Oversee all data entry and financial reporting for timeliness and accuracy.
- Perform other duties and special projects as necessary.

Candidate Profile

This position requires a talented, entrepreneurial fundraising professional, with a strong conceptual understanding of Sheba Medical Center's mission and impact. For this critical role, the leadership seeks a seasoned professional who is capable of clearly articulating the case for AFSMC and raising both private and institutional funds to further the organization's lifesaving and groundbreaking work.

- Passion for AFSMC and its mission, and an ability to inspire others to work for and support the organization.
- Outstanding oral and written communication skills; ability to effectively articulate the mission and focus areas of Sheba.
- Strong interpersonal and donor stewardship skills; ability to work with a variety of internal and external stakeholders.
- A successful track record with major gift solicitation in the six and seven figure range.
- Demonstrated ability to lead and collaboratively manage a professional team, with particular emphasis on resource development or sales.
- Experience and demonstrated success in systematic, tracked, and measured donor relationship management.
- Understanding of the North American Jewish philanthropic landscape and familiarity with Jewish community structures and institutions, as well as Israel-focused philanthropists in the northeast region.
- Familiarity with Israel, as well as medical or hospital-related fundraising is a plus.
- Some travel as needed to any national events and meetings, as well as development work in other cities in the northeast.
- Experience with budgeting and financial oversight.

This position description is based upon material provided by American Friends of Sheba Medical Center, an equal opportunity employer. AFSMC does not discriminate on the basis of race, religion, color, sex, gender identity, sexual orientation, age, physical or mental disability, national origin, veteran status or any other basis covered by relevant law. All employment is decided on the basis of qualifications, merit, and business need.

Merav Schwartz, Associate

Nina Cogan, Talent Consultant

Tani Weissman, Senior Talent Consultant