



American Friends of Tel Aviv University (AFTAU)

Senior Director of Development /
Associate Vice President, Southeast Region

Southern Florida (preferred)



About AFTAU

American Friends of Tel Aviv University (AFTAU) pursues the advancement of Tel Aviv University (TAU) in the United States; raising money, awareness and influence through international alliances that are vital to the future of this impressive institution.

AFTAU is a national non-profit organization headquartered in New York City with offices in Chicago, Florida, Los Angeles, and Northern California. Over the past five years, AFTAU has raised an average of \$30 million annually with a staff of 22 individuals. AFTAU has set organizational goals to raise over \$60 million in the upcoming five years and growing the Southeast region is a key priority in reaching that target.

About Tel Aviv University

Tel Aviv University is Israel's largest and most comprehensive institution of higher learning. It is home to more than 30,000 students studying in nine faculties and 125 schools and departments in the sciences, humanities, and the arts. Situated in Israel's cultural, financial, and technological capital, TAU shares Tel Aviv's unshakable spirit of openness and innovation. It is a thriving Mediterranean center of excellence and discovery and boasts a campus life as dynamic and pluralistic as the metropolis itself.

Tel Aviv University is the first choice for Israeli students; its graduates are the most sought after by Israeli companies. TAU advances teaching and research that break down the walls between disciplines, striving to address the 21st century's most pressing challenges through bold, interdisciplinary solutions.

TAU has surpassed the halfway mark in a \$1 billion Global Campaign that is designed to ensure that TAU remains at the forefront of academic research and global university rankings well into the future.

Position

AFTAU seeks a dynamic and results-oriented fundraiser to serve as the Senior Director of Development/Associate Vice President for AFTAU's Southeast Region. This position will join AFTAU at an exciting time of growth and opportunity for both the organization and the Southeast region and will help further expand the organization's reach and impact.

The ideal candidate will be a self-starter with an entrepreneurial spirit; able to build upon and create new long-lasting relationships across the Southeast region, with a primary focus on South Florida. This individual will identify, research, manage, and implement all cultivation and solicitation plans for a portfolio of prospects in the Southeast region within their own portfolio and that of their team. 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.

This position will report to the Chief Development Officer.



Primary responsibilities include:

- Forge new relationships and steward current donors to increase financial support and build AFTAU's visibility and recognition in the Southeastern USA.
- Expand and diversify the AFTAU donor pipeline.
- Cultivate and nurture local AFTAU Board relationships, including the development of a regional lay committee.
- Serve as a visible AFTAU leader and foster a regional culture and sense of unity among lay leadership, donors, and staff.
- Create and implement a strategic development plan for the region's fundraising efforts including parlor meetings, speaker series and other donor engagement efforts (both virtual and in-person).
- Work closely with and serve as a thought partner to the Chief Development Officer.
- Work closely with National Alumni and Endowment professionals to identify, engage, cultivate, and solicit new prospects.

Qualifications

The successful candidate will be a sophisticated and innovative fundraiser and team player, with deep knowledge of individual giving best practices and portfolio management. This individual will be excited to lead, build, and drive a multi-faceted and progressive fundraising program for the Southeast region.

- Significant senior fundraising experience, with an emphasis on individual giving and board relations.
- Demonstrated success mentoring and collaboratively leading a staff.
- Knowledgeable about the Southeast Jewish philanthropic community.
- Demonstrated success as a front-line fundraiser executing complex donor strategies and soliciting six and seven-figure major and principal gifts.
- Exceptional communications skills and the ability to motivate and inspire new prospects and existing donors.
- Self-motivated, organized, and detail-oriented, with the capacity to independently set goals, manage priorities, and use time and resources effectively.
- Team orientated and flexible with the ability to work remotely; ability to work evenings, weekends, and travel (as needed).
- Fluent in the use of donor management database systems to maximize fundraising results.
- A passion for and familiarity with Israel, higher education, and commitment to promoting the mission of Tel Aviv University.
- Bachelor's degree required; advanced degree preferred.
- Applicants must be based in SE Florida, Atlanta, or Washington DC.

Compensation

AFTAU offers competitive compensation, excellent benefits, and a supportive workplace culture. The salary range for this position is \$140,000 - \$170,000 per year (commensurate with experience).

This position description is based upon material provided by the American Friends of Tel Aviv University, an equal opportunity employer. AFTAU 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.

To apply to this position, please click [HERE](#).

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