



Jewish Home Family
Executive Director, Jewish Home
Foundation
Rockleigh, NJ

Background

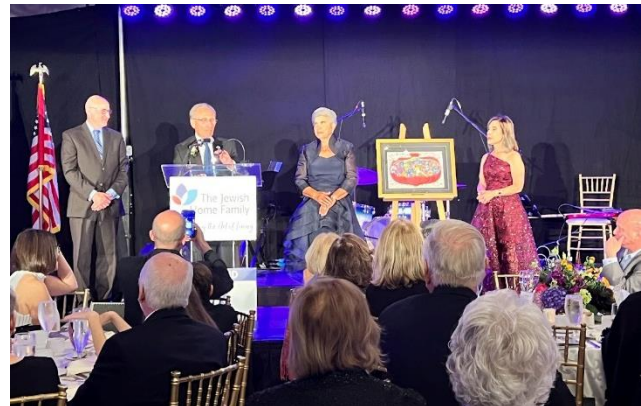
[Jewish Home Family](#) (JHF) leads the way in quality and innovative care, service and guidance for older adults and their loved ones with senior services including a nursing home, assisted living, subacute rehabilitation therapies and at-home and community services in Rockleigh and River Vale, New Jersey serving Bergen and Rockland Counties.

JHF's mission is to make aging a vital and meaningful experience through understanding and meeting the unique needs of each individual, providing care and services rooted in the tradition of Jewish values. Their vision is to be the provider of choice for the care of older adults with residential services, rehabilitation, and home and community-based services, and to be the first choice for hospitals and other partners, employees, volunteers, and community philanthropy.

[Jewish Home Foundation](#) is a not-for-profit organization responsible for aiding and supporting Jewish Home Family and its member entities. The Foundation's efforts supplement the budgets of Jewish Home Family and its affiliates, enhancing the delivery of exceptional services and programming. The Foundation strives to be the heartbeat of the institutions it supports by advocating the moral imperatives of care and *tzedakah* in keeping with Jewish traditions and customs.

Position

Jewish Home Foundation is seeking its next Executive Director. Supporting and reporting to the President and CEO of Jewish Home Family, the Executive Director will serve as the primary catalyst for the Foundation's philanthropic growth. The successful candidate will be a dynamic, highly relational, and entrepreneurial professional, with a proven track record of success as a fundraising strategist, major gift solicitor, and team supervisor.



The Executive Director will spearhead the organization's fundraising strategic planning process to expand beyond the current donor base, as well as manage and optimize the operational needs of the office. A core responsibility of the Executive Director will be to identify, cultivate, and secure new and increased major gifts from individuals and foundations. The Executive Director will conceive of compelling funding opportunities for new initiatives to grow services and programs that enhance the lives of the residents that Jewish Home Family serves.

The ideal candidate will have demonstrated an ability to develop and/or grow a sophisticated fundraising operation utilizing concrete metrics, goals, well defined strategies, and analysis. Most importantly, they will care deeply about the mission of Jewish Home Family and its affiliates and will bring creativity to their work and a passion for going above and beyond.

The Executive Director will direct and manage the Foundation office, fostering a team culture characterized by collaboration, communication, and innovation.

Responsibilities

- Partner with the President and CEO, board, and staff to develop and implement a fundraising strategic plan that establishes key pathways for growth and fosters a collaborative, organization-wide team approach to development.
- Build and maintain strong relationships with current donors, ensuring their ongoing engagement and support.
- Cultivate new relationships with potential donors, communicating the mission, impact, and needs of the organization effectively.
- Identify, cultivate, and solicit corporate support –specifically in the area of special events sponsorships.
- Collaborate with senior leadership to identify and prioritize funding needs for new initiatives and programs.
- Establish clear strategies that include the effective engagement of the President and CEO and lay leaders (as necessary) to cultivate and solicit major gifts.
- Serve as the primary liaison to the Foundation Board.
- Participate in identifying and recruiting new prospective board members, including creating a pipeline of new lay leaders and committee members.
- Serve as a highly visible spokesperson to the donor community and a variety of key constituencies to enhance recognition and support for the Foundation.
- Ensure that internal systems are in place for effective donor acquisition and donor stewardship programs.
- Lead and foster a consistently high performing team and develop a culture that promotes teamwork and professional growth in alignment with Jewish Home Family's mission and values.
- Provide appropriate oversight of development systems and procedures; control expenses associated with the Foundation and work closely with the CFO to assure accurate reporting of financial results.
- Work in partnership with the President and CEO and other senior management staff in support of Jewish Home Family's strategic priorities.



Experience and Qualifications

- Passion for Jewish Home Foundation's mission and the ability to serve as an ambassador for the organization.
- Minimum of five (5) years of experience directing a large, comprehensive fundraising program in a similarly sized and complex organization.
- A proven track record of success, innovation, and progressive accomplishments in fundraising with experience in all or most areas, such as annual, capital and endowment campaigns, major gifts, planned giving, and institutional giving.
- Demonstrated success creating and implementing a fundraising strategic plan and operation in cooperation with engaged lay leaders.
- A team manager who equally understands the realities of building consensus in decision-making and of effecting follow-through.
- Proficiency with Raiser's Edge software.
- Team-oriented personality and style.
- Strong leadership ability and skills necessary for developing and motivating a high-performing, collegial, and collaborative team.
- Presence and high comfort level in interacting effectively with sophisticated volunteer leadership and other important constituencies.
- Excellent written, interpersonal, and verbal communication and presentation skills.
- Outstanding organizational skills, with the ability to complete projects on a timely basis and to manage multiple priorities.
- Minimum of an undergraduate degree from an accredited four-year college or university.

Salary and Benefits

The salary range for this position is \$200,000–\$250,000 depending on experience and qualifications. Jewish Home Family offers a generous package of benefits, including health insurance; dental, vision, and life insurance; flexible spending account (FSA) and health reimbursement accounts (HRA); 401K retirement plan and employer match; employee assistance programs and wellness benefits, among others.

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

Tani Weissman, Principal
Dave Yi, Associate