



American Technion Society
Executive Director, Principal Gifts
New York, NY



AMERICAN
TECHNION
SOCIETY

Background

The **American Technion Society (ATS)** supports the growth and success of the Technion-Israel Institute of Technology, a global innovation powerhouse. ATS represents a vibrant community invested in advancing critical research that benefits the world and enhances Israel's contributions to science, medicine, and technology. By partnering with the Technion, ATS plays a pivotal role in Israel's technological and entrepreneurial achievements.

Based in New York City, ATS represents thousands of U.S. donors, alumni, and stakeholders who invest in the Technion's growth and innovation to advance critical research and technologies that serve the State of Israel and the global good. For more than 80 years, ATS has raised nearly \$2.6 billion for the Technion, more than any other U.S.-based fundraising organization for higher education in Israel.

To learn more about ATS, please visit: <https://ats.org>

Position

ATS seeks a proven, dynamic and results-oriented fundraiser to serve as Executive Director, Principal Gifts. The Executive Director will oversee the organization's New York office and will join ATS at an exciting moment of transition and growth. The Executive Director will serve as a primary catalyst for ATS's expansion in New York, leading efforts to engage a larger and broader audience in the region and developing a major-donor portfolio with capacity in the seven-figure range and higher.

The successful candidate will have significant fundraising experience, with demonstrated success in building capacity and increasing revenue, as well as experience developing and maintaining productive working relationships with board members, colleagues, and partners.

While deep knowledge of science, medicine, and engineering is not required, this position calls for someone with curiosity and excellent communication skills with the ability to translate complex and groundbreaking Technion research into clear and compelling terms.

This position will report to the Chief Development Officer and work in close partnership with the Chief Executive Officer.

Responsibilities

- Design and implement major and principal gift fundraising and leadership development strategies and programs and manage a portfolio of current and prospective donors at the major and principal gift level (\$5+ million).



- Lead and inspire, ensuring the highest level of philanthropic stakeholder customer service and stewardship to donors, prospects, colleagues, leadership, and volunteers in the assigned portfolio.
- Partner with the Chief Development Officer and the Chief Executive Officer, as appropriate, to cultivate and solicit major and principal donor prospects.
- Promote ATS to new audiences and prospects to generate interest and support for the organization.
- Prepare and present reporting to the Senior Leadership Team and, as needed, to ATS lay leadership concerning the progress of principal gift portfolio assignments.
- Oversee the fundraising and staff management of the ATS New York Metro region; maintain a flexible leadership style that empowers staff through active communication and delegation.
- In conjunction with the CEO and CDO, help advise the President of the Technion on matters pertaining to key ATS donors and transformative philanthropic opportunities.
- Serve as an enthusiastic and well-informed spokesperson for ATS and the Technion.

Qualifications

The ideal candidate will possess the following qualifications and qualities:

- A passion for ATS's mission and strong familiarity with the New York philanthropic landscape.
- Success in setting and executing fundraising strategies that include major and principal giving and program-specific donor giving, resulting in a dramatic increase in fundraising results.
- A demonstrated track record of securing seven and eight figure donations on a consistent basis.
- Strong verbal and written communication skills including experience in presenting and public speaking and the ability to translate complex ideas into clear actionable items.
- Excellent interpersonal skills and demonstrated ability to work closely with senior professional leadership, lay leadership, as well as major donors.
- Excellent decision-making skills and the ability to implement fundraising strategies.
- Ability to thrive in a fast-paced and collaborative environment, as well as an interest in advancing the organization's mission and fundraising goals.
- Strong leadership and supervision skills that include the ability to motivate, influence, and hold teams accountable to high standards and goals.
- Available for moderate domestic travel (10-30%) and infrequent international travel (up to 10%).
- Bachelor's degree; Master's degree preferred.

Salary & Benefits:

ATS offers competitive compensation, a generous benefits package, and a supportive and collaborative workplace culture. The salary range for this position is \$240,000-\$270,000.

ATS is an equal opportunity employer. We support the diverse cultures, perspectives, skills, and experience of our employees and are committed to creating an inclusive environment for all staff. It is further the policy of ATS to provide reasonable accommodations to qualified individuals with disabilities in all aspects of the employment process.

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

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