



Deputy National Director of Philanthropy

Yad Vashem USA Foundation

New York, NY

Starting Salary: \$180,000

BACKGROUND

Yad Vashem's mission is to lead the documentation, research, education, and commemoration of the Holocaust, and to convey the chronicles of this singular Jewish and human event to every person in Israel, to the Jewish people, and to every significant and relevant audience worldwide.

The recent establishment of Yad Vashem USA Foundation (YVUSA) was driven by that mission and to address the challenges we face as we prepare to enter an era with no more Holocaust survivors among us. This new reality requires new ways of engaging communities around the United States in Holocaust awareness and education, which requires Yad Vashem to initiate organizational renewal, financial stabilization, and updated development plans to ensure that its message of Holocaust remembrance resonates for generations to come.

The Position

The Deputy National Director of Philanthropy (DNDP) will be a key member of the Yad Vashem USA Foundation team, partnering closely with the National Director of Philanthropy, Tamar Major, to build a comprehensive fundraising program nationwide.

The DNDP will collaborate with the National Director to develop strategies that enhance the organization's competitive position with existing donors and tap into new donor segments. A significant focus will be on cultivating major donor relationships and implementing effective individual and foundation solicitation and stewardship strategies. Additionally, the DNDP will play a vital role in developing and optimizing the organization's fundraising operations and infrastructure.

The ideal candidate will possess outstanding strategic thinking and communication skills, a strong understanding of Yad Vashem's mission and impact, and experience in a collaborative work environment. They must bring expertise in fundraising best practices and tools, operational acumen, and enthusiasm for development.

The DNDP will be joining Yad Vashem USA Foundation at an exciting moment of growth and will be instrumental in building a robust fundraising and development operation across the country.

RESPONSIBILITIES

- In conjunction with the National Director of Philanthropy, implement a national operating plan aimed at growing Yad Vashem USA Foundation's revenue through high-level solicitations, donor cultivation, retention, and stewardship.
- Implement strategies to deepen the funding base and attract new major donors (individuals and foundations), and to generate interest and support for the organization.
- Establish development operations to best meet Yad Vashem USA Foundation's organizational objectives.
- Manage a personal portfolio of prospective major individual and foundation donors; cultivate, steward, and deepen relationships with select existing donors.
- In partnership with the National Director of Philanthropy, develop clearly defined expectations, processes, systems, metrics, and performance measures to ensure staff accountability for excellence.

RESPONSIBILITIES (cont.)

- Work closely with Yad Vashem's Projects Department to develop, implement, and leverage compelling programs of interest to US donors and which US donors can support.
- Help oversee the provision of logistical support for the implementation of fund-development-related Yad Vashem events and programs within the United States.
- Collaborate with Yad Vashem to design, plan, and connect US donors with Mission opportunities; build and nurture long-term relationships with Mission participants and other returning visitors to Yad Vashem as they forge and deepen their connection to Yad Vashem and its work.
- Build and sustain meaningful relationships with Yad Vashem professionals through Yad Vashem's US Desk and back-office teams.

QUALIFICATIONS

The ideal candidate will offer the following qualifications:

- Passion for Yad Vashem's vision and mission
- Experience maintaining and managing a portfolio of donors with a demonstrated track record of success in closing gifts at the six-figure level.
- Deep understanding of the philanthropic landscape in the United States, and familiarity with Jewish community structures and institutions.
- Ability to learn and gain deep understanding of a diverse range of programs and their impact to meaningfully engage philanthropic support. Proficiency in articulating programmatic impact to prospective donors.
- Firm grasp of innovative and sophisticated fundraising tactics, including moves management, cultivation and stewardship, event execution, and donor communications.
- Outstanding relationship-management skills.
- Proficiency with fundraising databases, CRM systems, data analysis, and reporting tools.
- Ability to interact and engage comfortably with a wide variety of key constituents across the Yad Vashem community.
- A strong communicator, both written and verbal, who is effective in one-on-one and group settings.
- Outstanding organizational skills, with the ability to complete projects on a timely basis and manage multiple priorities.
- Demonstrated ability to incorporate data-driven decision-making in planning and executing programs and activities.
- Willingness to travel nationally and to Israel.

SALARY

The starting salary for this position is \$180,000 and can be adjusted based on experience.

Tani Weissman
Principal

tweissman@drgtalent.com

Nina Cogan
Talent Consultant

ncogan@drgtalent.com

[Submit an application](#)