



American Technion Society
Chief Development Officer
New York, NY



AMERICAN
TECHNION
SOCIETY

Opportunity for Impact

The **Chief Development Officer (CDO)** role at the **American Technion Society (ATS)** offers a unique and impactful opportunity for an executive leader to advance ATS's work of securing philanthropic support in the United States to advance the Technion-Israel Institute of Technology's mission of driving innovation, entrepreneurship, and scientific excellence.



Joining ATS at a pivotal time of transformation, the CDO will play a central role as the organization embarks on a new campaign aligned with a strategic vision set to launch in partnership with the Technion in 2025. In close collaboration with CEO Michael Waxman-Lenz, the CDO will develop and implement a dynamic national fundraising strategy designed to increase both revenue and visibility. Currently raising between \$90M and \$150M annually, ATS benefits from an exceptionally invested and loyal base of supporters and a development team deeply dedicated to ambitious fundraising goals.

This role represents a significant opportunity to shape the future of ATS and to enhance its vital support for the Technion. With leadership committed to pursuing new and diverse revenue streams, the CDO will play a critical role in an organization whose mission and impact have never been more essential.

American Technion Society

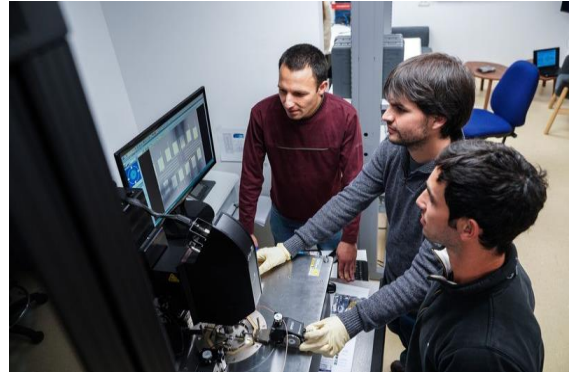
The **American Technion Society (ATS)** supports the growth and success of the Technion-Israel Institute of Technology, a global innovation powerhouse. ATS helps fund groundbreaking research, infrastructure projects, support for students, and strategic initiatives at the Technion. These contributions enable the Technion to remain at the forefront of global scientific and technological advancements, strengthening Israel's economic and defense sectors while fostering global progress in areas such as health, defense/security, energy, and sustainability.

The financial support of ATS donors has played a pivotal role in transforming the Technion into a global powerhouse of innovation and discovery. Based in New York City, ATS represents thousands of U.S. donors, alumni, and stakeholders who invest in the Technion's growth. Since its founding in 1940, ATS has raised nearly \$3 billion for the Technion, more than any other U.S.-based fundraising organization for higher education in Israel.

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

The Technion- Israel Institute of Technology

For 100 years, the **Technion-Israel Institute of Technology** has served as Israel's technological and scientific backbone. As Israel's first university, it has educated and prepared generations of leaders, scientists, engineers, and entrepreneurs who helped build the nation's infrastructure and establish its high-tech industries. The Technion's influence extends far beyond Israel, with its research and graduates shaping advancements in technology and science worldwide. With notable breakthroughs like the Iron Dome missile defense system, ReWalk exoskeleton for the paralyzed, and a range of pioneering technologies across fields from medicine to clean energy, the Technion has become a critical force in solving global challenges while cementing Israel's role as a leader in innovation and research.



These accomplishments reflect the Technion's strengths across multiple domains, including research, entrepreneurship, academic excellence, and global impact.

Research & Innovation:

The Technion is a global leader in pioneering research and technological development. With more than 60 research centers, it fosters an environment of interdisciplinary collaboration that advances fields ranging from artificial intelligence and robotics to medical innovations, nanotechnology, and environmental solutions. The Technion is ranked first in Israel and Europe in artificial intelligence and robotics.

Entrepreneurship & Startups

The Technion is a major driver of entrepreneurship. Its graduates have founded or led more than 1,600 companies worldwide, and the university's entrepreneurial ecosystem includes incubators, accelerators, and partnerships with leading industries.

Academic Excellence

The Technion's rigorous academic programs attract students from around the world, and its faculty includes Nobel laureates and internationally recognized researchers.

Global Impact

With collaborations across academic institutions and industries worldwide, the Technion's discoveries have global reach, addressing some of humanity's most pressing challenges, from healthcare breakthroughs to environmental sustainability.

Technion By the Numbers

Founded
1912

Class Started
1924



Faculty
567

Research Centers
60

Companies Founded
by Graduates
729



Total Students **14,472**

Undergraduate
10,436

Masters
2,399

Ph.D./M.D.
1,637

Undergraduate
Programs
60

Graduate
Programs
83



Position



The Chief Development Officer (CDO) leads the comprehensive strategy for philanthropic efforts of a major and principal gift fundraising organization to ensure sustainable growth and long-term financial stability for the American Technion Society (ATS) in support of the Technion. The CDO aligns fundraising strategies with ATS's mission of supporting Technion's academic excellence and innovation, while also fostering a culture of engagement with

donors. The CDO is responsible for overseeing all aspects of fundraising, campaign planning, donor engagement, alumni engagement, planned giving and strategic partnerships to achieve ATS's philanthropic goals.

Residing in the NY Metro area, the CDO will be responsible for securing significant multi-million-dollar principal gifts, cultivating relationships with ultra-high-net-worth individuals, particularly from within the Jewish community. The CDO must have a proven record of securing transformational gifts and a deep commitment to the mission of ATS and the strategic priorities of the Technion.

Key Responsibilities

Strategic Leadership and Fundraising Planning

Develop and implement a comprehensive fundraising strategy in partnership with the ATS CEO and VP of Campaign Strategy & Donor Relations, with a goal of raising \$90-\$150 million annually. Prepare for an upcoming campaign launch in alignment with a new strategic plan that will be introduced by ATS and the Technion in 2025.

Campaign Execution and Donor Engagement

Design and execute multi-year campaign strategies to grow ATS's donor base, nurture relationships with major donors, and secure principal and transformational gifts. Work independently and collaboratively to secure principal and significant gifts.

Team Leadership and Development

Lead and mentor a high-performing development team of 20-25 members and 8-10 administrative staff, including direct supervision of a senior Development Management team. Foster team growth through ongoing training and leadership opportunities.

Strategic Alignment with Technion Leadership

Collaborate closely with the Technion's President and VP for External Relations and Resource Development to align with the Technion's funding priorities and to develop effective donor engagement strategies.



Internal Collaboration and Innovation

Be a partner to ATS's Vice President of Campaign Strategy & Donor Relations for implementation of the organization's philanthropic efforts and engagement of current and new donors through impactful stewardship. Be a partner to ATS's Chief Marketing Officer for the development of compelling outreach strategies, including regional and national events that enhance fundraising efforts.

Donor Stewardship and Relationship Building

Serve as an ambassador for ATS, effectively communicating the mission and impact to cultivate and sustain meaningful relationships with donors.

Data-Driven Fundraising and Metrics Tracking

Utilize data analysis and performance metrics to drive fundraising decisions, optimize team performance, and identify growth opportunities. Establish a culture valuing moves management as a basis for successful fundraising.

Board and Committee Leadership

Work closely with the ATS National Board and Development Committee, providing strategic guidance, insights and updates on progress toward fundraising goals.

Public Speaking & Representation

Serve as an engaging, credible and impactful spokesperson for ATS at select donor events and other public forums, communicating ATS's philanthropic vision and the impact of donor contributions.

Qualifications

The ideal candidate will possess the following qualifications and qualities:

- Minimum 15 years of experience with major gifts fundraising, national philanthropic organizations, and managing geographically diverse fundraising teams.
- Proven experience with capital campaigns, endowment fundraising, and grants management in nonprofit settings.
- Demonstrated success in closing 7- and 8-figure philanthropic donations preferably in a university or higher education environment.

- Experience cultivating relationships across all donor levels, from grassroots to major gifts, to build long-term donor engagement.
- Strong familiarity with Israel-oriented fundraising and knowledge of the American Jewish community.
- Commitment to the mission of ATS and the strategic priorities of the Technion.
- Technological fluency, including experience with advanced fundraising software such as Salesforce or Raisers Edge and data analytics tools for donor tracking.
- Ability to foster a diverse and inclusive culture of philanthropy.
- Strong public speaking skills for events, presentations, and board meetings.
- Exceptional leadership and team management skills with experience motivating cross-functional, cross-geography teams.
- Exceptional writing and communication skills.
- Bachelor's degree required; Master's degree preferred in a related field of study.

Salary & Benefits:

ATS offers competitive compensation, a generous benefits package, and a supportive and collaborative workplace culture. The salary range for this position is \$350,000-\$400,000.

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.

Tani Weissman

Principal

tweissman@drgtalent.com

Dave Yi

Associate Talent Consultant

dvi@drgtalent.com