



Chief Development Officer

The Pardes Institute of Jewish Studies

Remote, East/Central Coast

Salary: \$225,000 - \$250,000

The Organization

Emphasizing an experience of Jewish tradition that speaks across boundaries, Pardes brings together Jews of all backgrounds to connect and grow through the shared language of classic Jewish text. Since its founding in 1972 in Jerusalem, Pardes has empowered Jewish adults of all genders and upbringings to delve into timeless Jewish texts, engage deeply with Jewish peoplehood, and strengthen their relationship with Israel. Pardes is fostering the Jewish leaders of today and tomorrow, demonstrated by our alumni community of nearly 10,000, which includes past and current Hillel professionals, Jewish educators, and Dorot and Wexner fellows. Pardes is on track to further root itself in the bedrock of Jerusalem and further establish itself as a pillar of strength in the Jewish world with the construction of its new home, Beit Karen.

For more information about Pardes, go to www.pardes.org.il.

The Position

The Chief Development Officer (CDO) position is a unique and critically important role for a top tier development executive to help optimize Pardes's fundraising opportunities. The CDO will join Pardes at an exciting moment of transition and growth and will play a crucial leadership role with an exceptionally invested and generous community of donors and staff. Pardes is looking for someone to enhance its development infrastructure in North America and Israel and help lead Pardes through its current strategic plan and next phase of growth.

The CDO will lead Pardes' fundraising efforts by managing a portfolio of major donors, identifying and cultivating new donors, and creating a comprehensive, organization-wide development strategy for growth. This role involves strengthening relationships with existing supporters, launching initiatives to access new segments of the North American donor market, and leading a team of development professionals. The ideal candidate will be creative, entrepreneurial, and action-oriented, with the resourcefulness and drive to generate impactful results.

The CDO will report to and work closely with the President, partner with the North American and Israel Board of Directors, collaborate with the Board Development Committee, and serve as a member of the senior leadership team.

The CDO has a special opportunity to help accomplish the goals of the strategic plan and serve as the primary catalyst for Pardes's growth as the organization seeks to increase annual giving from \$5.2m to \$10m. The CDO will also be tasked with completing the final phase of the current \$36m capital campaign, and significantly grow the endowment in collaboration with an exceptional team of development professionals in Israel and North America. Pardes's leadership is deeply committed to its fundraising success and intends to grow its resources and reach to continue the organization's exceptional work.

Annual Budget	Annual Fundraising	Fundraising Team
\$7M	\$5.2M	6

KEY RESPONSIBILITIES

- Implement an ambitious development plan with the President and Board, focusing on donor cultivation, retention, and high-level solicitations to grow revenue. Develop strategies to diversify and deepen funding sources, attracting major individual donors and foundations.
- Engage the Pardes alumni network and broader community, leveraging connections with synagogues, Jewish Federations, and other organizations to build interest and support.
- Lead donor relationship management, handling a personal portfolio of major and prospective donors and working closely with existing major donors to strengthen ties.
- Build and manage a high-performing development team, setting clear goals and accountability measures, and fostering a results-oriented environment.
- Strengthen the Board's role as ambassadors for Pardes, providing training and guidance to increase their engagement in fundraising efforts and maintaining open communication on key initiatives.
- Support the President in planning Development Committee and Board meetings, ensuring alignment with organizational goals
- Partner with key leadership, including the Chief Marketing Officer and Chief Innovation Officer, on development projects.
- Coordinate with the Chief Marketing Officer on development-related communications and materials.

QUALIFICATIONS

- A deep commitment to Pardes's values and mission and a passion for Jewish education, pluralism, and learning; commitment to living a Jewish life.
- A successful track record of soliciting and closing seven-figure gifts and up.
- Demonstrated success in implementing comprehensive fundraising strategies that include major and principal giving and foundation support, resulting in a significant increase in resource development and overall funding levels.
- Proven ability to effectively manage and lead diverse fundraising teams, fostering a collaborative and high-performing work environment.
- Ability to work collaboratively and harmoniously with the senior leadership team, fostering an environment of open communication, trust, and shared goals.
- A motivational communicator, both written and verbal, who is effective in 1-on-1 and group settings, as well as equally engaging with internal and external audiences.
- Knowledge of trends in prospect identification, donor relationships, and research.
- Experience developing and managing budgets.
- Flexibility around time/hours/days as it relates to working with staff and lay leaders in Israel.
- A strong work ethic, including the ability to work efficiently under pressure; meet deadlines; demonstrate strategic thinking and good decision-making; maintain and model high personal, ethical, and professional standards; and preserve an entrepreneurial spirit.
- Excellent people skills. Possessing a warm, honest, and fair approach to dealing with others. Ability to interact and engage comfortably with a variety of key constituencies.

COMPENSATION

The base salary for this role is between \$225,000-\$250,000 depending upon experience. Benefits include, but are not limited to: 100% health insurance for the employee, 403b matching plan, paid time off, paid holidays (Jewish and secular), FSA, Group Life and Personal Accident Insurance, and parental leave.

This position description is based upon material provided by Pardes, an equal opportunity employer.

Tani Weissman
Principal
tweissman@drgtalent.com

Merav Schwartz
Associate Talent Consultant
mschwartz@drgtalent.com

[Submit an application](#)