

Director of Development

The Louis D. Brandeis Center, Inc.

Washington, D.C.

Salary: \$200,000 - \$220,000

The Organization

The Louis D. Brandeis Center for Human Rights Under Law (LDB) was founded in 2011 by Kenneth L. Marcus, a civil rights attorney who recognized the need for an organization that utilizes law-based initiatives to combat anti-Semitism. LDB is an independent, unaffiliated, nonprofit corporation established to advance the civil and human rights of the Jewish people and promote justice for all. LDB engages in research, education, and legal advocacy to combat the resurgence of anti-Semitism on college and university campuses, in the workplace, and elsewhere. It empowers students by training them to understand their legal rights and educates administrators and employers on best practices to combat racism and anti-Semitism. Throughout its existence, the Brandeis Center has advanced the most significant legal protections for Jewish Americans.

Over the course of the next few years, LDB will be broadly recognized as the premier legal advocacy organization for Jewish Americans who face anti-Semitic discrimination on and off college campuses. We aspire to achieve broad acceptance of the legal proposition that harassment of Jews based on shared ancestry and ethnicity is anti-Semitic and unlawful.

The Position

The Director of Development (DoD) will be a key member of the Louis D. Brandeis Center working closely with the Chairman, Kenneth L. Marcus, and other LDB leadership to build a comprehensive fundraising program nationwide.

The DoD will lead the development of fundraising 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, foundation, and corporation solicitation and stewardship strategies. Additionally, the DoD 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 LDB'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 DoD will be joining LDB at an exciting moment of growth and will be instrumental in building a robust fundraising and development operation across the country. This position will report to the Chairman and manage one staff member (Development Manager).

Strategic Leadership

- In consultation with the Chairman and LDB leadership, establish and implement annual and multi-year development strategies and goals in alignment with the organization's mission, vision, and values.
- Implement strategies to deepen the funding base and attract new major donors (individuals, foundations, and corporations) to generate interest and support for the organization.
- Outline concrete fundraising metrics and benchmarks, track ongoing goals to accurately measure growth and determine areas of opportunity. Report on progress on a monthly, quarterly, and annual basis.
- In partnership with LDB leadership, lead the ongoing evaluation of the organization's effectiveness with development.
- Participate in organizational leadership, strategy development and community building to develop a culture of philanthropy throughout LDB.

Development Operations

- Work with the Development Manager to assess, refine, and manage the ongoing implementation and improvement to development operations and infrastructure.
- Build and grow a high performing development team and infrastructure to facilitate growth and sustainability.
- Establish trusting relationships across the organization and foster cross-team coordination, communication, and collaboration that informs and drives the foundation of all development efforts.

Donor Stewardship

- Provide support to organizational leadership (Chairman, President, etc.) on key donor calls, meetings, and events. Prepare materials and briefings as needed.
- Manage a personal portfolio of prospective major donors; cultivate, steward, and deepen relationships with select existing donors.
- Oversee all aspects of institutional giving and provide support with relationship management, communication, and reporting and administering of grants.

Marketing, Storytelling, and Events

- In consultation with organizational leadership, create and maintain a suite of fundraising materials to include, but not limited to, organization and program materials, case-making materials, promotional decks, and reports.
- Leverage compelling storytelling and data to inspire stakeholders and drive strategic fundraising initiatives that align with LDB's mission and values.
- Create and launch strategic development campaigns.
- Leverage and integrate development strategies using LDB's media and digital platforms.
- Lead and plan development events to include cultivation opportunities, exclusive events, and annual fundraisers. Ensure LDB's events align with strategic development cultivation goals.

THE IDEAL CANDIDATE

Additional Qualifications

- A deep appreciation for the history and lived practices within Jewish tradition, culture, identities, community, and the issues and communities which LDB serves.
- 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 relevant communities.
- 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.

WHO WE ARE

Work Environment

The Louis D. Brandeis Center currently has a hybrid work environment with staff across Washington DC, NYC, and California. This position will be based in Washington DC with three – four days a week in the office required.

COMPENSATION AND BENEFITS

Salary

\$200,000 - \$220,000

Benefits

- Health, dental, and vision coverage
- Disability+ life insurance
- 401(k)
- Vacation, federal holidays, and sick leave

TIMELINE AND NEXT STEPS

If you are interested in this position, please [click here](#). All applicants will receive an email confirming receipt of their application.

We encourage candidates of all backgrounds to apply even if you do not meet all of the qualifications outlined above.

The Louis D. Brandeis Center is an equal opportunity employer.

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[Submit an application](#)