

Chief Development Officer

JewishColumbus

Columbus, OH

Salary: \$260,000 - \$275,000

The City

Columbus, Ohio, offers a perfect balance of affordability, vibrant culture, and economic opportunity. As one of the fastest-growing cities in the country, Columbus is home to one of the largest universities in the country, a major hub for industries such as technology, healthcare, retail, finance, and education, attracting businesses and talent from across the country. Major companies, including Intel, JPMorgan Chase, CoverMyMeds, Abbott Labs, Abercrombie & Fitch, Bath & Body Works and Nationwide Insurance, have invested heavily in the area, creating thousands of jobs and fueling population growth. The city is known for its diverse neighborhoods, from the Short North district to the historic German Village, providing a unique mix of urban excitement and suburban comfort. With an abundance of parks, trails, and a strong sports culture—including passionate support for the Ohio State Buckeyes—residents enjoy plenty of recreational opportunities. Plus, Columbus has a growing food scene, excellent schools, and a welcoming community, making it an ideal place for individuals and families alike.

The Community

The Jewish community in Columbus, Ohio, is known for its strong sense of unity, rich cultural heritage, and commitment to education and philanthropy. With a thriving population of 33,000 supported by many denominations of numerous synagogues, schools, and community organizations, Columbus offers a welcoming and diverse environment for Jewish life. The Jewish Community Center (JCC) and the JewishColumbus play vital roles in fostering connections, supporting charitable initiatives, and organizing cultural and religious events. The city is home to top-rated Jewish day schools, including Columbus Torah Academy and Columbus Jewish Day School, providing strong educational foundations. Additionally, the community is active in social justice and interfaith dialogue, contributing to the city's overall inclusivity.

The Organization

JewishColumbus is the largest funder of Jewish programs in Columbus, serving and enriching the community from birth to senior living. JewishColumbus partners with local, national and international agencies to make Jewish life vibrant, safe, and accessible in Columbus, in Israel, and around the world. The vision of JewishColumbus is to make Columbus the best Jewish community in North America.

This year we have set a bold and audacious goal to double our annual campaign, taking it from \$6 million to \$12 million dollars. Thanks Abigail and Leslie Wexner, a generous match has inspired donors to double, triple and even quadruple their giving this year. This increase in resources will enable us to first build a best-in-class security program that will ensure that all of us can live full Jewish lives without fear. Second, the increased resources will enable us to significantly enhance the investments we make to synagogues, schools, agencies and programs making sure that more people can easily access Jewish life.

JewishColumbus supports partner agencies, empower future leaders, protect the Jewish community, fund Jewish life everywhere, and secure the community's future. JewishColumbus has 18 local partner agencies, 6 global partners, and community initiatives such as Burial of Indigent Jews, Holocaust Survivors Initiative, Jewish Community Relations (JCRC), LIFE & LEGACY® planned giving program, Overnight Jewish Summer Camp, and PJ Library.

For more information about the JewishColumbus, go to <https://jewishcolumbus.org>.

The Position

The Chief Development Officer (CDO) at JewishColumbus will direct the planning and implementation of a multi-pronged fundraising strategy for one of the fastest growing Jewish communities in the nation. The CDO will be a strategic thought partner to the CEO, serve as a senior leadership team member, represent JewishColumbus externally, and supervise the financial development staff. The primary responsibilities of the CDO will be to oversee and direct our multi-million-dollar annual fundraising campaign, including management of major gifts and planned giving, implementing our grassroots fundraising channels, special events, and the foundation and all of its assets. The CDO will also play a critical role in the rapid growth the JewishColumbus is experiencing.

Position Priorities

Provide Leadership & Clear Direction for the Development Team

- Implement a more strategic and sustainable approach to development operations.

Sustain and Expand Fundraising Efforts

- Establish a cohesive vision and strategy for the fundraising team.
- Strengthen team management, guiding staff on how to achieve goals rather than just setting them.
- Maintain the momentum of recent fundraising growth while ensuring sustainability.
- Develop a strategy to scale from \$12M to \$25M in annual campaign fundraising over the next 5–7 years.
- Grow assets under management from \$185M to \$230M- \$250M in the same period.

Improve Internal Processes & Talent Development

- Develop processes to ensure fundraising operations run smoothly and staff members are equipped to succeed.
- Ensure that we have the right organization structure, and the right people in the right roles.

Strengthen Donor Engagement & Major Gift Strategies

- Lead high-level fundraising efforts and help cultivate and solicit major donors (7-figure gifts).
- Shift some donor relationships from the CEO to the CDO over time, ensuring a sustainable donor engagement strategy.
- Be an external face of the organization, representing the organization at events, stakeholder meetings, and initiatives.

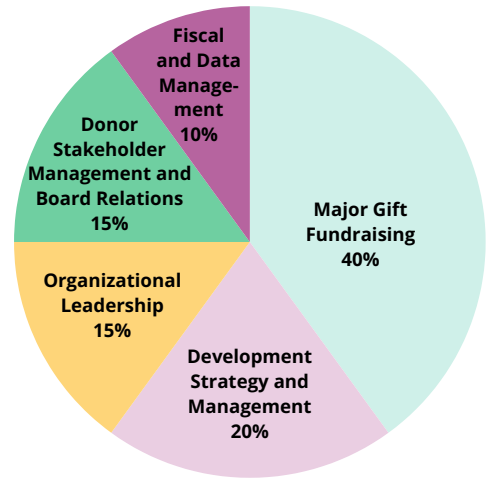
Strategic Influence and Stakeholder Engagement

- Establish credibility with diverse stakeholders by building trust, demonstrating deep sector knowledge, and effectively communicating across varying perspectives.
- Navigate both internal and external environments with ease, fostering strategic relationships with prominent CEOs, elected officials, nonprofit leaders, community activists, and other key influencers.
- Operate independently and successfully in high-profile settings, ensuring the organization's priorities are advanced while balancing competing interests with diplomacy and strategic acumen.

ROLE OVERVIEW

Development Strategy & Management

- Design and implement a comprehensive annual development plan that maintains the fiscal health of the organization.
- Exercise daily oversight of progress toward fundraising goals.
- Strategically focus on the identification of new major gift prospects and cultivation of major gift donors.



Donor & Board Engagement

- Personally cultivate, solicit, and steward a portfolio of major and mid-level donors and community leaders.
- Serve as the professional coordinator of the activities of the Board of Trustees; staff the Development Committee of the Board of Trustees.

Communication & Fiscal Management

- In partnership with the Development Team leadership, oversee the strategy and implementation of the annual campaign through the management of our grassroots fundraising efforts which include direct mail, digital appeals including a mix of mass-solicitation tools like email, text messaging, social media, and snail mail campaigns.
- Work with the finance team to ascertain congruous record-keeping across the development and financial operations.
- Oversee database implementation in partnership with the CFO. This will include leading efforts relating to data clean up.
- Serve as lead for alternative gift vehicles such as matching gifts, payroll giving, and donor-advised funds.

Annual Campaign	# of Donors	Number of Direct Reports // Full Team
\$6M- \$12M	1400	2-4 // 10

THE IDEAL CANDIDATE

The ideal candidate for the CDO position possesses the following competencies:

Resourcefulness	Stakeholder Focus	Being Resilient
Securing and deploying resources effectively and efficiently.	Building strong stakeholder relationships and delivering targeted solutions.	Rebounding from setbacks and adversity when facing difficult situations.
Organizational Savvy	Communicates Effectively	Instills Trust
Maneuvering comfortably through complex policy, process, and people related organizational dynamics.	Developing and delivering multi-mode communications that convey a clear understanding of the unique needs of different audiences.	Gaining the confidence and trust of others through honesty, integrity, and authenticity.

Additional Qualifications and Characteristics

- Proven track record in leading large-scale campaigns (\$20M+).
- Experience overseeing foundation and legacy work.
- Strong managerial and leadership skills to build a high-performing team, including the ability to provide constructive feedback.
- Ability to navigate lay-led organizations and work closely with volunteer leaders.
- Entrepreneurial mindset to drive growth and change.
- Deep knowledge of major gifts fundraising (experience with 6 and 7-figure gifts).
- Strong community engagement skills.
- Scrappy and adaptable—able to operate effectively in a fast-changing environment and rapid growth.
- Passion for the Jewish community, Israel, and familiarity with the Jewish calendar and religious practice. Candidates should have experience in Jewish communal organizations or related fields.
- Experience with Salesforce and data management. Proficient in Excel and Microsoft suite.
- An awareness of current trends in the Jewish community, rapid growth organizations, and philanthropy.

WHO WE ARE

Work Environment

The CDO will be expected to work hybrid. The JewishColumbus team currently works in the office Tuesday through Thursday.

Our Commitment to Diversity, Equity, & Inclusion

JewishColumbus celebrates and welcomes people of all identities and backgrounds. All qualified applicants will receive consideration for employment without regard to race, color, ethnicity, religion, sex, sexual orientation, gender identity, age, national origin, disability, veteran status, or other applicable legally protected characteristics.

JewishColumbus is an equal opportunity employer.

Jewish Community Nonprofit Applicants: JewishColumbus is committed to supporting local Jewish organizations and to identifying the best talent for the community. If a current Jewish community nonprofit employee is hired for this role, we will work with their current employer to ensure an appropriate timeline and communications strategy. We welcome initial confidential inquiries to learn more about the role; however, current Jewish community nonprofit employees who move to a finalist round of interviews will be asked to communicate with their current employer about their candidacy.

COMPENSATION AND BENEFITS

Salary

\$260,000 - \$275,000

- Health insurance, retirement plan, life insurance, long-term disability (LTD), vacation/sick time, and generous parental leave.
- Paid opportunities for professional development, peer engagement, mentoring, and skill-building.
- A supportive and committed board of lay leaders and committee leadership.
- Travel nationally and internationally for work.

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. If you are selected to move forward for an initial screening call, we expect you to hear from us by the end of April.

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[Submit an application](#)

