



# Chief Development Officer

ORT America

Remote

Salary: \$200,000 - \$250,000

### The Organization

ORT America is the leading fundraising organization for World ORT, whose global educational network, schools, colleges, and international programs propel more than 200,000 students in more than 30 countries to develop careers and lead fulfilling, independent lives. With generous support from its donors, ORT's schools and programs reach underserved students by bridging the gap between aptitude and opportunity, as they work to expand knowledge, build autonomy, and strengthen Jewish identity.

In Israel, World ORT Kadima Mada ("Science Journey") programs focus on empowering disadvantaged students in the country's under-resourced periphery to become self-sufficient and gain confidence in their ability to succeed. Due to ORT's innovative programs and quality instruction in science, technology, engineering and math (STEM), ORT students in Israel obtain translatable knowledge and transferable skills that can meet the demands of the 21st century job market.

In Europe, the Former Soviet Union, and Latin America, ORT expands access to high quality STEM education, while simultaneously enriching individuals' Jewish identities. In the process, ORT is bringing back to life a religious and cultural experience that was lost to many regions for decades. Through the study of Jewish culture, language, history and traditions, ORT's Jewish curriculum counters assimilation, renews Jewish communal life, and deepens connections to Jewish identity for generations to come.

To learn more about ORT, please visit: <https://ortamerica.org/>

### The Position

The Chief Development Officer (CDO) position is a new and critically important role for a top-tier development executive to help optimize ORT America's fundraising opportunities across the United States. The CDO will be responsible for the comprehensive planning, implementation, management, oversight and execution of all fundraising and fundraising strategies. The successful candidate will help ORT raise its overall competitive position with existing donors; design and drive growth initiatives that enable ORT to tap into new segments of the donor marketplace; steward and grow a portfolio of major donors; and guide, motivate and mentor a high-performing team of development professionals.

The CDO will report to and work closely with the CEO, and will partner with the Board of Directors, relevant Board committees, and development staff. While the CDO can be geographically based anywhere within the United States, there will be ongoing, regular travel, at least monthly to meet with donors, attend events, and connect with the team.

This is a special opportunity to leverage ORT's stellar achievements and reputation to ensure the financial resources to support future generations of Jewish leaders around the world. ORT's leadership is deeply committed to its fundraising success, and to new and innovative strategies for revenue growth.

### Fundraising Strategy and Leadership

- Partner with the CEO, Board, and development team to develop and implement a North American fundraising strategic plan.
- Lead and manage all aspects of the fundraising program, including major gifts, planned giving, annual fund, special events, and grant writing.
- Create and support a culture of philanthropy that engages the CEO, the board, and staff, and foster a collaborative, organization-wide team approach in development.
- Create strategies to raise awareness of the organization's mission to increase its visibility and support.
- Serve as an ambassador and spokesperson for the organization and promote ORT to new audiences and prospects.
- Help develop effective systems, technologies and processes to support fundraising operations, including gift processing, database management, and reporting.
- Work collaboratively with other senior management team members and lay leaders to lead the annual planning and budgeting process for the development department.
- Provide regular updates to the CEO and Board on fundraising progress, opportunities, and challenges, and make recommendations for course correction, as needed.



### Major Donor Cultivation & Pipeline Management

- Develop and implement fundraising strategies in territories where we do not have dedicated staff; building relationships and securing support remotely.
- Identify, cultivate, and steward relationships with major gift prospects through personalized engagement and stewardship to secure significant philanthropic support.
- Work closely with the CEO and Board to personally solicit major gifts and to develop tailored proposals that align with donors' interests and the organization's priorities.
- Participate in identifying and recruiting new prospective board members, including creating a pipeline of new lay leaders and committee members.
- Develop and maintain a donor-centered strategy, including a strong donor recognition program that acknowledges and celebrates donors' contributions to the organization.

### Staff Management and Mentorship

- Work with the CEO to build and manage a high-performing development team that is aligned with the organization's mission.
- Provide leadership, guidance, and mentorship to the development staff to help build their capacity to achieve fundraising goals.
- Foster a culture of collaboration, innovation, and continuous learning within the development team.
- Collaborate with the CEO to develop and implement performance metrics and evaluation tools to ensure the team's performance meets or exceeds fundraising targets.

## THE IDEAL CANDIDATE

### Qualifications

The ideal candidate will possess the following qualifications and qualities:

- Success in setting and executing fundraising strategies that include major and principal giving, foundation support, and program-specific donor giving, resulting in a substantial increase in fundraising results.
- Superior interpersonal skills and demonstrated ability to work closely with a CEO, senior lay leadership, staff, and well as major donors and foundation staff.
- Experience in managing a portfolio of major donors. Ability, willingness, and desire to actively solicit donors and funders.
- Superior results in identifying, engaging, and securing new major gifts and significant increases in existing gifts.
- Strong leadership, management, and supervision skills that include the ability to motivate, influence, and hold teams accountable to high standards and goals.
- Strong written and verbal communication skills with an emphasis on the ability to persuade and influence others around ideas, decisions, and financial support.
- Willingness to travel nationally as needed and occasionally to Europe and Israel.
- Passion for ORT's mission, vision, and values.
- Strong understanding of the organized Jewish community in North America.



### COMPENSATION AND BENEFITS

- Salary in the range of \$200,000-\$250,000 depending upon experience
- 20 days paid time off
- Paid family leave
- Comprehensive health insurance
- 403b plan
- Commuter benefits
- Jewish Holiday
- Early dismissal on Fridays

*This job description is based upon material provided by ORT America, an equal opportunity employer.*

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