

Director of US Engagement

Middle East Entrepreneurs of Tomorrow (MEET)

New York or Boston (Preferred) – Hybrid/Remote

Salary: \$140,000 – \$160,000 + benefits

The Organization

Middle East Entrepreneurs of Tomorrow (MEET) brings together, educates, and empowers exceptional young Palestinian and Israeli leaders, equipping them with the skills, relationships, and vision to become purpose-driven, empathetic changemakers who challenge the status quo and drive positive social impact.

Founded in 2004 in partnership with the Massachusetts Institute of Technology (MIT), MEET's three-year student program and alumni network combine world-class education in technology, leadership, and entrepreneurship with the transformative experience of working across divides.

Every year, 300 high-school students join MEET's program, learning a shared language of problem-solving and dialogue. Our 1,000+ alumni—now innovators, entrepreneurs, researchers, and activists—are shaping change in their communities and around the world. Alumni have gone on to study at institutions such as MIT, Harvard, and Technion, and have been featured in The New York Times, Forbes, TechCrunch, and more.

Learn more at www.meet.org.

The Opportunity

We are seeking a dynamic, entrepreneurial Director of US Engagement to serve as the driving force behind MEET's U.S. development strategy. This leader will bring a bold, creative approach to building and scaling our donor community—particularly among a new generation of globally-minded philanthropists.

The Director will:

- Identify and engage emerging donors through compelling storytelling, dynamic events, and high-impact networking.
- Leverage MEET's powerful MIT, technology, and venture capital networks to expand our reach and deepen relationships.
- Build a vibrant, engaged community of supporters who are connected not only through giving, but through active participation and leadership opportunities.

Reporting directly to the CEO, the Director will work closely with MEET's founders, Board members, and senior leadership to align fundraising strategies with organizational vision and growth goals.

ROLE OVERVIEW

Fundraising Strategy & Leadership

- Design and execute an innovative U.S. fundraising strategy that leverages MEET's unique positioning in the tech, venture capital, and social impact sectors.
- Set clear targets, track progress, and adjust tactics to maximize results.

Donor Cultivation & Stewardship

- Build and manage a robust pipeline of individual donors, with a focus on cultivating and closing five- to six-figure gifts.
- Develop strong, long-term relationships with donors, ensuring high engagement and retention.

Community Building & Events

- Create and lead a vibrant network of MEET supporters, including pathways to Board involvement.
- Plan and execute high-impact events and campaigns that inspire giving and deepen connection to MEET's mission.

Partnership Development

- Leverage MEET's existing networks to form new strategic partnerships that advance fundraising and programmatic goals.

Operational Excellence

- Oversee all aspects of US fundraising operations, including donor data management (Salesforce or similar CRM), event logistics, and reporting.

THE IDEAL CANDIDATE

Qualifications and Experience

- Proven track record in fundraising, with significant experience in major gifts and individual donor engagement.
- Demonstrated success securing five- to six-figure contributions.
- Strong network-building skills, with the ability to attract and engage high-level donors.
- Experience—or openness—to working in politically sensitive environments, with nuanced communication and cultural awareness of the Israeli Palestinian context.
- Operationally adept, capable of independently running events, campaigns, and donor pipelines.
- Proficiency in CRM systems (e.g., Salesforce) and donor data best practices.

Who You Are

- Entrepreneurial and creative, with a passion for building something new.
- A connector who thrives on engaging people and forging authentic relationships.
- Comfortable navigating complex conversations and inspiring support for a bold, bridge-building mission.
- Strategic yet hands-on, with the agility to execute quickly.

WHO WE ARE

Work Environment

The ideal candidate will be based in the New York or Boston areas, with flexibility for remote work and coworking options.

Our Commitment to Diversity, Equity, & Inclusion

MEET is an equal opportunity employer. All applicants will be considered for employment without attention to race, color, religion, sex, sexual orientation, gender identity, national origin, veteran, or disability status.

COMPENSATION AND BENEFITS

Salary

\$140,000 - \$160,000 plus benefits.

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, you will be hearing from us soon.

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[Submit an application](#)