



# Chief Executive Officer

## American Friends of Leket Israel

Teaneck, NJ (Hybrid)

### The Organization

In 2000, Joseph Gitler immigrated to Israel from New York and was struck by the widespread poverty he encountered - many families worked hard yet remained below the poverty line. Determined to make a difference, Joseph rallied friends and neighbors in 2003 to launch Table to Table, an initiative to rescue surplus food, reduce waste, and fight food insecurity. As the effort grew, the organization rebranded as Leket Israel and evolved into the country's leading food rescue network.

Today, Leket Israel mobilizes over 95,000 volunteers annually, rescuing more than 60 million pounds of fresh produce and 2 million hot meals each year. These efforts provide nutritious food to over 415,000 people every week, making Leket a cornerstone of Israel's food security system.

American Friends of Leket Israel (AFOLI) is the U.S.-based nonprofit partner dedicated to advancing Leket's mission by raising awareness and critical financial support from American donors. In response to the unprecedented needs following October 7th, Leket Israel's budget has nearly doubled since 2023, reflecting its rapid growth and expanded impact. AFOLI is a small, entrepreneurial team committed to strengthening Israel's future through strategic philanthropy. With a growing presence in the U.S., AFOLI seeks to broaden its reach, cultivate new donor relationships, and forge partnerships that sustain Leket's vital humanitarian work.

To learn more about AFOLI, please visit: <https://leketusa.org/>.

### The Position

The Chief Executive Officer (CEO) will serve as the senior-most executive and strategist for AFOLI. The CEO will act as a key ambassador for Leket's mission in the United States, driving visibility, strategic growth, and organizational impact. This leadership role focuses on cultivating relationships, building capacity, and ensuring operational excellence - particularly following a period of rapid expansion.

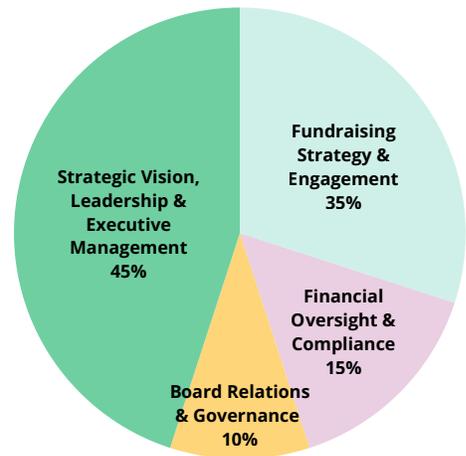
The CEO will work closely with the U.S. Board, the Chief Development Officer (CDO), and Israeli leadership to set and achieve ambitious fundraising goals, strengthen donor relationships, and position AFOLI for sustainable, mission-driven growth.

The ideal candidate will have experience leading organizations through significant growth, managing national and international partnerships, and engaging the American Jewish philanthropic community. They will be a dynamic, results-oriented leader with a proven ability to inspire stakeholders, drive revenue, and translate vision into actionable strategies. Reporting to the Board of Directors, the CEO is responsible for organizational leadership, strategic direction, and operational excellence. Key priorities include expanding AFOLI's donor base, cultivating major gifts, and implementing innovative fundraising and engagement strategies. The successful candidate will possess exceptional planning and leadership skills, excel at recruiting and mentoring high-performing teams, and leverage data and technology to achieve measurable results.

# ROLE OVERVIEW

## Strategic Vision, Leadership & Executive Management

- Develop and execute a clear, ambitious growth strategy aligned with Leket Israel’s mission and priorities.
- Create annual plans and budgets; monitor progress toward strategic goals and impact metrics.
- Serve as a key ambassador for Leket Israel in the U.S., raising visibility and strengthening brand positioning.
- Collaborate closely with Leket Israel’s leadership and fundraising teams to ensure alignment and transparency.
- Build and lead a high-performing, mission-driven team capable of scaling organizational reach and results.
- Establish clear processes, performance expectations, and accountability systems.
- Oversee day-to-day operations, including HR, compliance, and operational efficiency.



## Fundraising Strategy & Engagement

- Design and implement a comprehensive fundraising strategy, including major gifts, foundations, federations, and events.
- Cultivate and maintain relationships with donors, foundations, and community partners to expand the AFOLI donor base.
- Represent AFOLI at events, conferences, and public forums to enhance visibility and engagement.
- Collaborate with Israel-based resource development team to drive backend fundraising operations, including CRM, grant writing, and reporting.

## Board Relations & Governance

- Partner with the Board of Directors to ensure strong governance, fiscal responsibility, and mission alignment.
- Prepare clear, insightful reports and presentations for Board meetings.
- Support Board members in their fundraising and advocacy efforts.
- Work closely with leadership to cultivate and recruit new board members.
- Update and implement governance policies and procedures to ensure the Board operates in accordance with best practices.

## Financial Oversight & Compliance

- Ensure sound financial management, including budgeting, forecasting, and monitoring of organizational resources.
- Maintain compliance with all legal, regulatory, and ethical standards for nonprofit operations and fundraising.
- Work closely with the Board Finance Committee and auditors to ensure transparency and fiscal accountability.

No. of US Staff	Annual Fundraising (Net)	No. of People Served
12	\$25M	400K+

# THE IDEAL CANDIDATE

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

<b>Strategic Mindset</b> Seeing ahead to future possibilities and translating them into breakthrough strategies.	<b>Drives Vision &amp; Purpose</b> Painting a compelling picture of the vision and strategy that motivates others to action.	<b>Manages Conflict</b> Handling conflict situations effectively, with a minimum of noise.
<b>Financial Acumen</b> Interpreting and applying understanding of key financial indicators to make better decisions.	<b>Big Picture Thinking</b> Taking a broad view when approaching issues, using a global lens.	<b>Situational Adaptability</b> Adapting approach and demeanor in real time to match the shifting demands of different situations.

## Additional Qualifications

- Passion and excitement for Leket Israel's mission and the food security/humanitarian field.
- Deep understanding of the North American Jewish philanthropic landscape and familiarity with Jewish community structures.
- Ability to thrive in a lean, entrepreneurial, and dynamic environment.
- Demonstrated success in developing and implementing strategic plans with measurable goals and outcomes.
- A track record in fundraising, across major gifts, planned giving, events, and foundation support, with familiarity of six- and seven-figure gift strategies.
- Strong leadership and management skills, including the ability to inspire, influence, and hold teams accountable to high standards.
- Exceptional communication skills - written and verbal - with the ability to engage diverse audiences effectively.
- Comfort leveraging data and technology to drive results; knowledge of Salesforce preferred.
- Knowledge of Israeli society and issues; Hebrew proficiency preferred.
- Experience with budgeting and financial oversight.
- Willingness to travel nationally and to Israel.

## WHO WE ARE

### Work Environment

This is a hybrid role based in Teaneck, NJ, with regular on-site presence in the office required.

## COMPENSATION AND BENEFITS

### Salary

\$300,000 - \$350,000. The benefits package for this role includes health coverage, paid time off, and flexible work arrangements.

## 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 March.

**Nina Cogan**  
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[Submit an application](#)