



Director of Foundation and Corporate Relations

Beit Halochem USA/Friends of Irgun
Nechei Zahal

Hybrid/New York City

BACKGROUND

Friends of Irgun Nechei Zahal (“The Irgun”), is the U.S. fundraising arm supporting Irgun Nechei Zahal in Israel (loosely translated to the organization for the wounded warriors of the IDF). The Irgun is the official, government backed organization in Israel responsible for the long-term support of all IDF wounded warriors. While there are many splinter organizations supporting veterans of specific units, the Irgun is the one and only organization operating at scale, caring for all wounded warriors.

Prior to October 7th the Irgun cared for 55,000 wounded warriors from all prior wars and acts of terror. Since October 7th as many as 23,000 wounded warriors have been added, and this number is expected to grow significantly, in particular with PTSD cases. The Irgun is thus facing unprecedented burden, and the nature of the support required, and age of those needing care has changed dramatically.

The most notable manner by which the Irgun supports its members is through rehabilitation, support, and empowerment centers known as Beit Halochem (in Hebrew, Home of the Warrior)

Each of the four existing Beit Halochem (Tel Aviv, Jerusalem, Haifa, Beer Sheva, and soon to be opened in Ashdod) provides physical and psychological therapy, vocational training, and social reintegration programs. These centers serve as lifelines for wounded warriors, helping them regain independence and lead fulfilling lives. To meet the growing demand for services, Beit Halochem is currently building a fifth rehabilitation center, further expanding its capacity to provide critical support for Israel’s wounded veterans.

The Irgun is now embarking on a major transformation under the leadership of Board Chairman Sam Zussman and newly hired CEO Iris Reff Ronen. Together, they bring a bold vision to modernize the organization, strengthen its U.S. presence, and significantly expand its fundraising capacity. Their mandate is to reshape The Irgun’s infrastructure so it can better sustain and scale its work in Israel.

For more information, please visit: <https://www.the-irgun.org/>.

POSITION

The Director of Foundation and Corporate Relations is a newly created role at Friends of Irgun Nechei Zahal, designed to build upon and expand the organization’s institutional philanthropy and corporate partnerships. Joining at a pivotal moment of growth, this Director will lead a comprehensive national corporate and foundation relations program.

Serving as both an external ambassador and an internal connector, the Director will identify, cultivate, solicit, and steward relationships with foundations and corporations whose philanthropic priorities align with The Irgun’s mission.

POSITION (CONT.)

The role requires an entrepreneurial self-starter who is comfortable developing funding pipelines, designing tailored partnership opportunities, and managing complex proposal and reporting processes.

Externally, the Director will proactively cultivate a robust portfolio of foundation and corporate prospects, positioning The Irgun as a compelling philanthropic partner and securing significant institutional support through grants, sponsorships, and strategic collaborations. Internally, the Director will work closely with the CEO, regional fundraising teams, program staff, and board members to align funding opportunities with organizational priorities, programmatic impact, and long-term growth goals.

This role requires exceptional project management skills, as the Director will oversee the full lifecycle of institutional funding—from prospect research and proposal development to stewardship, compliance, reporting, and recognition. Reporting directly to the CEO, the Director of Foundation and Corporate Relations will play a central role in strengthening philanthropic partnerships, elevating The Irgun's profile, and ensuring sustainable institutional support for wounded warriors of the Israel Defense Forces.

KEY RESPONSIBILITIES

- Build, cultivate, and steward strong relationships with foundations, corporate and major donors to grow institutional and philanthropic support and increase The Irgun's visibility and impact in the United States.
- Identify, research, cultivate, solicit, and steward a portfolio of high-potential foundation and corporate partners, with a focus on securing five- and six-figure gifts and multi-year commitments.
- Develop and manage a robust pipeline of institutional funding opportunities aligned with organizational priorities, programs, and impact goals.
- Draft, review, and submit high-quality letters of inquiry, concept notes, grant proposals, sponsorship materials, and reports in collaboration with program staff, leadership, and subject matter experts.
- Manage all aspects of proposal and grant lifecycle administration, including tracking deadlines, ensuring compliance with funder requirements, and delivering timely and accurate reports.
- Build and maintain long-term, trust-based relationships with foundation program officers, corporate philanthropy leaders, and key external partners.
- Serve as a visible and collaborative leader in the region, fostering a strong culture of partnership, alignment, and shared purpose among staff, donors, and lay leadership.
- Work closely with the CEO as a strategic thought partner on fundraising strategy, donor relationships, and institutional growth opportunities.
- Collaborate cross-functionally with regional colleagues to ensure institutional fundraising efforts are integrated with broader development and organizational strategies.

QUALIFICATIONS

The ideal candidate is a passionate and entrepreneurial fundraising professional, with the ability to inspire donors and leaders across New York to invest in The Irgun's vital mission.

- Demonstrated passion for The Irgun's mission and a strong commitment to the State of Israel.
- Minimum of 5+ years of experience in foundation and corporate fundraising, with a proven record of success securing significant institutional and major gifts.
- Proven success in securing grants and sponsorships from corporate and foundation funders, with experience managing multi-year-funding relationships.
- Exceptional written and verbal communication skills, including the ability to present effectively to donors, foundation representatives, and volunteer leadership.
- Strong grant writing, proposal development, and reporting experience, coupled with excellent project management and organizational skills.
- Highly self-motivated, organized, and detail-oriented, with the ability to independently set goals, manage competing priorities, and use time and resources effectively.
- Demonstrated ability to collaborate cross-functionally and build productive, trust-based relationships with staff, senior leadership, donors, and volunteers.
- Fluency in the use of donor management and CRM systems to track activity, manage relationships, and maximize fundraising outcomes.
- Familiarity with the Jewish communal and Israel-focused philanthropic landscape.

COMPENSATION AND WORK ENVIRONMENT

The base salary for this role is between \$140,000 and \$160,000, depending on experience. This role is hybrid with at least 3 - 4 days a week required in the NYC office. Benefits include health insurance, a 403 (b) matching plan, paid time off, and paid holidays (Jewish and secular).

This position description is based upon material provided by Friends of Irgun Nechei Zahal, an equal opportunity employer.

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