



# Israel Friends

National Director, United States

East Coast or Midwest U.S.



### The Organization

Israel Friends was created in the immediate aftermath of October 7 to meet urgent needs on the ground in Israel. Founded by leading entrepreneurs and philanthropists under the umbrella of the Worldwide Friends Foundation, Israel Friends advances innovation, defense technology, and mental health initiatives that protect and save Israeli lives.

In its first two years, Israel Friends has mobilized major philanthropic investment and built rapid-response systems that deliver immediate, measurable impact. Working closely with the Ministry of Defense, the IDF, and leading Israeli healthcare providers, the organization supports high-impact initiatives that strengthen Israel's security, resilience, and long-term recovery.

Today, Israel Friends focuses its work in two core program areas:

- **Defense & Security Innovation** – Supporting cutting-edge technologies and life-saving equipment that protect soldiers and civilian security personnel. These initiatives include investments in drones, armored vehicle defense systems, and protective gear that enhance operational safety and effectiveness in the field.
- **Mental Health Innovation** – Expanding access to trauma-informed care for civilians and reservists affected by war. A leading example is Healthy Mind, a national telepsychiatry platform developed in partnership with Israel's Ministry of Health and Resilience Centers. Healthy Mind delivers rapid psychiatric care to thousands of Israelis, reducing wait times from months to days and strengthening the country's mental health infrastructure.

As Israel continues to face complex security and societal challenges, Israel Friends is evolving from emergency response toward building long-term systems of resilience. By investing in innovation in both defense and mental health, the organization is helping ensure that those protecting Israel—and those living through its challenges—have the tools and support they need to recover and thrive.

Learn more at [www.IsraelFriends.us](http://www.IsraelFriends.us) and in the [Israel Friends Impact Report](#)

### The Position

Israel Friends seeks an inaugural National Director, United States to serve as the organization's lead professional in the U.S., responsible for driving significant fundraising growth across the country. Reporting to and partnering closely with CEO Kyle Blank, the National Director will build and execute a comprehensive development strategy while cultivating key donors and mobilizing board members, lay leaders, and partners to advance the organization's work.

This leader will strengthen relationships with existing donors while expanding Israel Friends' reach into new philanthropic networks. A primary focus will be developing major donor and foundation relationships, implementing effective solicitation and stewardship strategies, and helping cultivate future board leadership. The National Director will also support the thoughtful expansion of Israel Friends' presence into new geographic markets across the United States.

## BACKGROUND

### The Position (cont.)

Both strategic and hands-on, the successful candidate will translate vision into results, establishing clear goals, systems, and accountability to grow annual revenue, deepen donor engagement, and build a scalable development function.

This is a rare opportunity to shape and lead Israel Friends' U.S. presence at a pivotal moment, playing a central role in expanding philanthropic support for Israel's resilience and future prosperity.

## ROLE OVERVIEW

### Key Responsibilities

- Develop and implement an ambitious fundraising plan that expands Israel Friends' base of major donor and foundation support.
- Cultivate, solicit, and steward six- and seven-figure donors; engage and coach the CEO and founders in high-level donor relationships.
- Design and execute donor engagement initiatives, including curated events, donor missions, and leadership development programs.
- Manage and mentor a small, growing development team (currently one staff member and consultant), fostering clear goals, accountability, and collaboration.
- Partner with marketing and program staff to craft compelling cases for support and ensure meaningful, timely donor communication and recognition.
- Strengthen the Board and advisory committee's role as ambassadors for Israel Friends, providing training and guidance to increase their engagement in fundraising efforts and maintaining open communication on key initiatives.
- Strengthen systems, data tracking, and CRM use to improve forecasting, reporting, and donor management.

### Qualifications

- Minimum 15 years of progressive experience in development, including major gifts, campaign leadership, and institutional fundraising.
- A self-starter who thrives in a dynamic, fast-paced, entrepreneurial environment.
- Deep connection to Israel and commitment to Israel Friends' mission.
- Demonstrated success working with both individual philanthropists and foundations.
- Proven ability to close six- and seven-figure gifts; ability to mentor others to do the same.
- Experience building or scaling a development function in a fast-growing organization.
- Strategic and creative thinker, with the ability to craft a compelling case for support and tailor it to diverse audiences.
- Strong management and mentorship skills; ability to build and inspire a high-performing team.
- Exceptional written and verbal communication skills.
- Strong public speaking skills for public events and parlor meetings.
- Politically savvy and able to work effectively across different viewpoints and communities.
- Willingness and ability to travel nationally, and to Israel as needed.

## COMPENSATION AND BENEFITS

Israel Friends offers a comprehensive, competitive, and generous compensation package for this role. The salary range for this position is \$250,000 – \$300,000.

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