



Regional Director, New York

American Jewish Committee

New York, New York



The Organization

American Jewish Committee (AJC) is the global advocacy organization for the Jewish people. AJC creates trusted partnerships with leaders around the world to ensure Jews and Israel are safe and thriving.

AJC is a non-partisan organization with a team of more than 300 professionals globally and an annual budget of approximately \$88 million. With an unparalleled reach spanning six continents, AJC engages leaders in more than 110 countries through 40 offices and dozens of partnerships with Jewish communities worldwide. Wherever the Jewish people and Israel are in need, AJC is there- empowering leaders in government, education, partner communities, and the private sector to counter antisemitism and act as allies.

AJC's Regional Offices connect the local communities with AJC's global advocacy work to enhance the well-being of the Jewish people and Israel. AJC maintains a nationwide presence by attracting leaders and donors, enhancing its influence with key local, national, and international decision makers and stakeholders, implementing advocacy initiatives at the state and local level, and establishing and nurturing community relationships.

At the same time, AJC is entering an exciting and pivotal moment as it advances a new strategic planning effort, "One AJC." This initiative is focused on bringing greater alignment and clarity across the organization, ensuring teams are working together toward shared priorities. It reflects a strong commitment to enhancing AJC's impact and positioning the organization for continued growth and leadership in the years ahead.

Learn more at www.ajc.org.

The Position

AJC seeks a strategic and externally facing leader to serve as Regional Director of its New York Regional office, one of the organization's most prominent and influential regions. The Regional Director will drive AJC's work across advocacy, fundraising, and community engagement, serving as the key bridge between the organization's global priorities and its impact in New York.

The New York Regional Director will build and sustain relationships with high-level stakeholders across government, diplomacy, and civic life, while elevating AJC's visibility and voice. The Regional Director will shape and execute a clear regional strategy that advances advocacy priorities, deepens leadership engagement, and grows philanthropic support.

This role also carries significant team leadership responsibility. The Regional Director will lead and develop a high-performing team, foster a strong and collaborative culture, and partner closely with colleagues across AJC to advance shared goals in a coordinated, "One AJC" approach.

KEY RESPONSIBILITIES

Leadership & Strategy

- Develop and execute a comprehensive regional strategy aligned with AJC's global priorities, setting clear goals to expand influence and visibility in New York.
- Monitor and respond to developments affecting AJC priorities; provide insights and recommendations to internal stakeholders.

External Engagement & Advocacy

- Lead advocacy efforts and represent AJC with elected officials, diplomats, civic, faith, and community leaders in the Jewish communal space and beyond.
- Serve as a spokesperson in media and public forums, elevating AJC's visibility and voice in the region.
- Build and sustain high-level relationships across sectors and convene impactful programs, events, and initiatives.

Fundraising & Community Leadership

- Drive regional fundraising efforts, including cultivating, soliciting, and stewarding major donors in partnership with National Development.
- Partner with national AJC development leadership to meet and exceed revenue goals.
- Engage and activate New York Regional boards, committees, and lay leaders in advancing strategy, advocacy, and philanthropy.

Team & Operations

- Lead, manage, and develop a high-performing team; recruit and retain talent while fostering a collaborative, accountable culture.
- Oversee regional operations, including budgeting, financial management, and performance tracking.
- Collaborate closely with colleagues across AJC to ensure alignment and execution in a coordinated, "One AJC" approach.

IDEAL CANDIDATE & QUALIFICATIONS

The successful candidate will bring a compelling combination of leadership, external presence, fundraising capability, and political savvy, along with a deep commitment to AJC's mission.

- Proven ability to lead, inspire, and manage high-performing teams, with experience overseeing complex operations and driving strategic initiatives.
- Strong judgment and decision-making skills, with the ability to operate independently and be flexible in a fast-paced environment.
- Demonstrated success engaging high-level stakeholders, including government, diplomatic, and community leaders leveraging political experience and a high degree of savvy.
- Exceptional communication and public speaking skills, with the ability to serve as a credible and effective ambassador for AJC.
- Track record of success in major gift fundraising and revenue generation, including partnership with boards and volunteer leadership.
- Strategic and relationship-driven approach to donor engagement and stewardship.
- Understanding of global affairs, public policy, and issues impacting the Jewish community and Israel.
- Ability to translate organizational priorities into regional strategy and execution, supported by strong analytical and strategic thinking skills.
- Deep commitment to AJC's mission, values – respect, accountability, integrity, innovation and collaboration, and non-partisan approach, with demonstrated professionalism, and a collaborative mindset.
- Bachelor's degree required; advanced degree preferred.
- Significant leadership experience in nonprofit, advocacy, or related sectors.

COMPENSATION AND BENEFITS

The anticipated salary range for this position is \$190,000–\$210,000, commensurate with experience.

AJC offers a comprehensive [benefits package](#), including medical, dental, and vision coverage; retirement plan; generous paid time off; and a hybrid work environment.

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[Submit an application](#)