



# Director of Development, Los Angeles

American Jewish Committee

Los Angeles, CA

Salary: \$170,000 to \$180,000



### 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](http://www.ajc.org)

### The Position

AJC is seeking a dynamic and strategic Director of Development to join its Los Angeles team at a pivotal moment for the region. Partnering closely with a new Regional Director, the Director of Development will play a key leadership role in securing the philanthropic resources necessary to advance AJC's mission and strengthen its presence and impact throughout Greater Los Angeles.

The Director of Development will lead and grow a sophisticated, multi-faceted fundraising program that engages influential leaders and supporters across Los Angeles, including the entertainment, real estate, legal, and financial services sectors. In addition to managing and developing the existing development function, the Director will have the opportunity to build and shape a high-performing team to support the region's ambitious fundraising goals. The Director will develop and execute comprehensive fundraising strategies, cultivate and steward major donors, and oversee impactful campaigns and events. This role offers the opportunity to help shape the next chapter of AJC's growth and fundraising success in Los Angeles.

## KEY RESPONSIBILITIES

### Fundraising Leadership and Strategy

- Lead the development and execution of the region's/department's strategy, goals, objectives, and action plans.
- Develop, oversee, and facilitate fundraising campaigns, programs, events, and initiatives.
- Identify, research, cultivate, engage, solicit, and steward existing donors and new prospects.
- Collaborate with and manage the work of Boards, committees, task forces, or working groups.
- Leverage resources to help build awareness of and support for the AJC and development initiatives.
- Develop and maintain relationships with and engage strategic contacts, groups, and organizations.
- Design and disseminate reports and marketing resources to cultivate donor interest and secure funding.

### Team and Operations Management

- Manage and mentor a small team of 1-3.
- Oversee and maintain accurate financial records and budgets for development-related programs and events.
- Create reports and analyze department activities, metrics, and impact.
- Advise, and support assigned departments or Regional Offices with development strategies, activities, initiatives, and processes.

## IDEAL CANDIDATE & QUALIFICATIONS

The ideal candidate will bring a compelling combination of fundraising experience, team management, relationship building, external presence, along with a deep commitment to AJC's mission.

- Minimum of 10 years of related work experience, including a strong track record of successful fundraising experience.
- Deep commitment to AJC's mission and core values: respect, accountability, integrity, innovation, and collaboration.
- Strategic and relationship-driven approach to donor engagement and stewardship.
- Ability to work collaboratively with individuals from diverse backgrounds.
- Excellent communication skills (written, verbal, and listening).
- Strong organization and project management skills, including the ability to set priorities and meet deadlines.
- Capacity to multitask and work in a fast-paced and changing environment.
- Financial literacy and the ability to contribute to the fiscal health of the organization.
- Willing and able to work outside of standard working hours, including early mornings, evenings, and/or weekends.
- Proficient in Microsoft Office (Word, Excel, PowerPoint, and Outlook), Google Suite applications, and Zoom.
- Experience in and ability to direct, motivate, and develop individuals and/or teams.
- Bachelor's degree (Master's degree preferred).

## COMPENSATION AND BENEFITS

The anticipated salary range for this position is \$170,000–\$180,000, 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.

## 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 July 15.

**Tani Weissman**  
**Partner**

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**Sherry Ettleson**  
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[Submit an application](#)