Background and Mission
The Jewish Federation of Cleveland (JFC) is a 115-year old community cornerstone that aspires to leave no community member behind. Rooted in traditional Jewish values of justice (tzedek), repairing the world (tikkun olam), acts of loving kindness (gemilut hesed), and Jewish peoplehood (klal yisrael), JFC commits values into action every day. By honoring and respecting those who have come before them, and paving the way for those who will come after, JFC exists to build a better world and care for those who share it.

JFC is proud to be consistently among the top Federation communities on a per capita-giving basis. In addition, JFC is the largest grant maker in the state of Ohio. Given various demographic and population studies of Northeast Ohio, the organization firmly believes there is still significant room to grow its donor base.

Additional information about Jewish Federation of Cleveland can be found on the web at http://www.jewishcleveland.org

Opportunity for Impact
This Chief Development Officer (CDO) position is a unique and critically important role for a top-tier development executive to help optimize JFC’s position for continued impact in both the local and global Jewish community. The CDO will join JFC at an exciting moment of transition and growth and will play a crucial leadership role in an exceptionally invested and generous Jewish community. JFC is looking for someone to partner with newly appointed President, Erika Rudin-Luria, to enhance its development infrastructure and help lead JFC through this next phase of growth. The organization’s leadership is deeply committed to its fundraising success, and to new and innovative strategies for revenue diversity that strengthen the Jewish community.

Position
JFC seeks an engaging, strategic, and experienced senior team leader with an entrepreneurial spirit and demonstrated success in building capacity and increasing revenue to become its Chief Development Officer. Reporting directly to the President, the Chief Development Officer will bring new approaches and innovative strategies that complement JFC’s strong philanthropic foundation. The CDO will help JFC raise its overall competitive position with existing donors; design and drive growth initiatives that enable JFC to tap into new segments of the donor marketplace effectively and efficiently; and will optimize campaign efforts year-round— including, but not limited to, a thoughtful donor appreciation strategy—in order to maximize JFC’s success during the solicitation time period.
The successful candidate must have an authentic passion for the mission, excellent leadership skills, demonstrated success as an engaging and relational fundraiser and be a highly articulate communicator skilled at making a compelling case for support. S/he will inspire, empower and mentor a development team of 30 including major gifts, PG&E, and capital and annual campaigns. The CDO will work in partnership with the President and Board of Trustees on all fundraising efforts and will be an integral member of the organization's senior executive leadership team.

Key Responsibilities

- Create and implement a strategic and operating plan for integrated resource development, including planned giving, annual campaign, supplemental giving, corporate giving and foundation support. Work with volunteers and staff to support the plan and ensure its success.
- Actively participate in leadership gift solicitations. Cultivate, steward, and build strong relationships with a portfolio of select major donors.
- Work closely with the President, volunteer leaders and development team to articulate the case for each program's funding priorities to ensure that philanthropy meets targeted needs and goals.
- Develop and implement strategies to deepen and diversify the funding base and attract new major donors and to generate interest and support for the organization.
- Review and evaluate the current development operations and, if necessary, restructure them to better meet JFC's mission and organizational objectives.
- Recruit, train, develop, and inspire staff, creating a dynamic, effective, and integrated development team.
- Focus on professional development; including performance measurements, individual coaching and team-building; foster an environment of achievement and ensure staff accountability for excellence through clearly defined and measurable goals.
- Institute a system of accountability and a constructive means of critical evaluation of the effectiveness and success of JFC's development activities and programs.
- Develop fundraising goals and objectives with measurable outcomes in support of the JFC's mission and community agenda.
- Collaborate closely with the marketing team on all development-related marketing materials and communications.
- Develop and maintain strong working relationships with synagogues, agencies and community leaders.
- Collaborate with volunteer leadership on development-related activities in ways that inspire them to action and strengthen their intellectual and emotional commitment.
Qualifications

- A track record of developing collaborative teams of both professionals and volunteers; ability to anticipate the needs of others, facilitate buy-in, and move teams through a creative thinking process to achieve high-quality results.
- A successful track record with personal solicitation in the $25k to $1 million range.
- A passionate and optimistic individual who inspires team members to find opportunities to make improvements and strive for excellence in execution of their plans.
- A motivational communicator, both written and verbal, who is effective in 1-on-1 and group settings, as well as equally engaging with internal and external audiences.
- Demonstrated success developing and implementing strategic activities and tasks with clear goals, objectives and measurement tools.
- Understanding of the complexity of the volunteer/professional relationship and success managing those relationships in an effective and professional manner.
- Knowledge of trends in prospect identification and research.
- Experience developing and managing budgets required.
- A strong work ethic, ability to maintain and model high personal, ethical and professional standards.
- Excellent people skills and. Warm, honest and fair approach in dealing with others. Ability to interact and engage comfortably with a wide variety of key constituents across the community.
- Personal commitment to Jewish values and knowledge of Jewish traditions, history and issues; knowledge of Israel and the Jewish Federation system is desirable.
- A seasoned leader with a minimum of 10 years of experience in a major resource development role; with at least 5-7 years in a senior management position.
- A Bachelor’s degree is required; an advanced degree is strongly preferred.

This position description is based upon material provided by the Jewish Federation of Cleveland, an equal opportunity employer.

Dara Klarfeld, CEO

Tani Weissman, Search Consultant

To apply to this position please visit www.DRGsearch.com