

**Boyden Executive Search Contact**Wendy Wilsker | 781.572.5703 | wwilsker@boyden.comJill Coran | 617.548.6447 | jcoran@boyden.com**Job Summary**

Hadassah is seeking a mission driven, strategic, entrepreneurial and collaborative fundraising leader to serve as Regional Director of Development, Mid-Atlantic and New England. Successful candidates will have experience partnering with highly engaged volunteer leaders and proven success in growing a base of loyal donors and new prospecting. The region offers significant opportunity to grow Hadassah's fundraising footprint. We are seeking candidates with a familiarity of the philanthropic ecosystem in New York and New Jersey. The attributes of caring, innovation, high emotional intelligence, leading through influence and collaboration will drive success for this role.

Duties and Responsibilities

- Build a personal portfolio of major donor prospects and donors in NYC and NJ area. Work collaboratively with volunteer leadership and partner as appropriate to build the portfolio and support volunteer outreach efforts.
- Actively contribute to building a principal gifts pipeline in the northeast and serve as a thought partner to the National Director of Development regarding departmental opportunities, needs and processes.
- Manage two seasoned Directors of Development raising gifts of \$25K+ and two newly appointed Associate Directors of Development raising gifts of \$5K-\$25K. In close coordination with the National Director of Development, share the organization's priorities and needs and build a collaborative, supportive culture. Provide portfolio building, pipeline, problem-solving and strategy support, and offer the staff opportunities for learning and professional development.
- Maintain knowledge of Hadassah and its gift and recognition policies.
- Work with staff and volunteers to ensure the fundraising success of regional events to engage major donors and build new prospects.
- Provide reporting, projections and budget input as requested. Handle special projects requested by the National Director. Submit donor contact and fundraising activity reports as required, input donor activity info into database, and ensure all fundraisers in the region are doing the same.

- Work collaboratively with Hadassah's Israeli colleagues on proposals, donor strategies and donor visits.
- Maintain effective communications with area and national volunteers and staff.
- Other duties and special projects as requested.

Required Knowledge, Education, Experience

- BA plus 7-10 years major and principal gifts experience, fundraising management experience, diplomacy, problem-solving and organizational skills.
- Ability and proven track record of directly and independently soliciting and closing major and principal gifts and engaging leadership when appropriate.
- Excellent interpersonal, oral and written communication skills including strong diplomatic skills.
- Experience working with volunteers at all levels, as well as training and partnering with them for individual donor cultivation, solicitation and stewardship.
- Database and computer literacy, Salesforce experience preferred.
- Brings a learning mindset and knowledge of development best practices.
- Responsive to deadlines and able to carry out multiple assignments with efficiency.

Required Skills

- Ability to work independently in a hybrid/remote environment, as well as with teams.
- Knowledge and familiarity with the Metro Jewish community and the Jewish philanthropic communities in the Northeast.
- Regional (est. 25%) and local travel, including some evening and weekend and occasional national and international travel.

Compensation

The salary range for this position is \$175,000 to \$205,000 dependent on relevant experience.

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About Boyden

Established in 1946, Boyden pioneered the first organized approach to executive search. Boyden has a network of more than 350 professionals in over 75 offices in 45 countries. Worldwide, the Boyden culture is based on professionalism, integrity, high personal partner involvement, and a commitment to exceed client expectations.

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