

*Immediate Opening*

## Development Director

Goldring/Woldenberg Institute of Southern Jewish Life



The Goldring/Woldenberg Institute of Southern Jewish Life (ISJL) supports, connects, and celebrates Jewish life in the South. Our thirteen-state service region includes Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, Oklahoma, South Carolina, Tennessee, Texas, and Virginia. Join us in our collaborative, cutting-edge approach to bringing Jewish life to communities large and small in one of the nation's fastest-growing regions.

The ISJL is seeking a self-motivated and dynamic individual to develop and oversee all aspects of the department. The ISJL's current annual budget is over \$2 million and growing. The Director of Development will continue to raise the annual operational budget through all sources and build the endowment that will generate operational dollars.

The Director of Development reports directly to the CEO and is responsible for the following:

- Devise cultivation and solicitation strategies for existing leadership and major gift prospects in order to raise both operational and program dollars.
- Identify and solicit new prospects and conduct financial research on individuals, foundations and corporations.
- Design and implement a stewardship plan for all donors according to giving level.
- Develop productive working relationships with board members and key volunteers as well as ISJL staff.
- In partnership with Director of Communications, who manages the ISJL's grants portfolio, become familiar with our current grants timeline, institutional narratives, and foundation relationships, while working to build the portfolio.
- Oversee annual solicitation programs: monthly giving, year-end gifts, etc.
- Assist the CEO with board development and engage the board in fundraising activities.
- Work in communities large and small, interact daily with inspiring colleagues, and make a difference.
- Travel required; the home office is in Jackson, Mississippi, but remote office location may be negotiable.

Please refer to our website at [isjl.org](http://isjl.org) for more information. Salary and benefits commensurate with experience. Prefer at least five years of frontline fund-raising experience. Blackbaud/Raiser's Edge experience preferred. Bachelor's degree required, a Master's degree is highly desirable. Please send resume and references to [mschipper@isjl.org](mailto:mschipper@isjl.org)