



A rich history of changing lives.

Jewish Family Services helps individuals and families achieve economic self-sufficiency and emotional stability. We provide a unique combination of counseling, case management and workforce development services, using a person-centered approach to tailor services for the complex needs of the individuals who come through our doors.

Our organization is rooted in a rich history of Jewish values. Our services are not limited to those in the Jewish community, but are available to individuals of all races, ethnicities, and religions and from all economic circumstances. Our dedicated and talented staff reflects the diverse communities we serve.

Position Opening

DIRECTOR OF RESOURCE DEVELOPMENT

Reporting directly to the Chief Executive Officer (CEO), the Director of Resource Development is responsible for leading and coordinating all fundraising activity for the agency. The Director of Resource Development will lead the agency's fundraising efforts and will create a coordinated approach within the agency to steward current supporters and approach potential supporters.

The hours for this position are negotiable, and may be less than full time.

DESIRED QUALIFICATIONS

- Bachelors' degree
- Seven+ years of experience in fundraising, including major gift solicitation and stewardship
- Demonstrated
 - Expertise in fundraising, particularly with securing, managing and growing major gifts
 - Excellence in strategic approach to challenges
 - Ability to lead team to find both practical and innovative approaches to fundraising
 - Experience navigating CRM and using capabilities to maximize benefit to agency. Ideal candidate will have experience with Salesforce or similar CRM
 - Ability to use data effectively to identify fundraising priorities and strategies
 - Analytical and decision-making skills, with the ability to prioritize and communicate key objectives and tactics necessary to achieve organizational goals
 - Experience managing fundraising team
 - Excellence in written and verbal communication
 - Familiarity with local Jewish community leadership, resources and values
 - Familiarity with broader Columbus nonprofit community
- Personal characteristics
 - Self-directed, action-oriented, innovative and flexible
 - Passionate and humble, with a positive attitude and the highest integrity
 - Collaborative team-builder



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- Mission-driven, desiring to make a positive difference within JFS and Central Ohio

FUNCTIONS

General

- Partner with the CEO, Chief Financial Officer and members of administrative and program leadership to pursue identified fundraising leads
- Cultivate existing and new relationships with individual donors
- Lead and coordinate interdisciplinary team including communications/marketing and business services to identify fundraising opportunities and create a robust plan and calendar for donor cultivation
- Partner with JFS Board Chair to encourage personal philanthropic giving among board members and identify opportunities for them to be ambassadors for the agency

Team Leadership

- Inspire staff to identify potential fundraising opportunities in the course of their work
- Create a culture of giving within the organization, including Board members

Staff Development

- Coach JFS' leadership team, business services staff and communications/marketing team on fundraising techniques and approaches
- Coordinate and support business services and communications/marketing resource development initiatives

Fiscal Responsibility

- Ensure JFS meets or exceeds annual philanthropic fundraising goals
- Monitor progress toward philanthropic fundraising goals and adjust course as necessary
- Lead agency endowment strategy

External Relationship Development

- Manage and cultivate relationships with corporate partners to secure and expand funding
- Steward and cultivate relationships with current and potential individual donors to ensure continued and increased support for JFS
- Identify and oversee additional opportunities to cultivate donors via events and outreach

Strategic Planning & Implementation

- Provide fundraising leadership and input for strategic planning processes, in partnership with CEO and staff
- Utilize CRM to make data-driven decisions regarding fundraising priorities

To apply for this position, please email cover letter and resume to [hiring@jpscolumbus.org](mailto: hiring@jpscolumbus.org), attention: Karen Mozenter, CEO.



JEWISH FAMILY SERVICES

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We believe

that we should treat ourselves and each other
with dignity and respect.

We believe

that all people, no matter how different, are connected.

We believe

that people should feel safe in their homes and community.

We believe

that we have a communal responsibility to stand up for each other,
especially for those among us who are vulnerable.

We believe

that we should speak honestly, straightforwardly and respectfully.

We believe

that we should respect and accept our neighbors as ourselves.

We believe

in being fully engaged and “all in.”