



Director of Development

Friends of the Arava Institute

Newton, MA (Hybrid or Remote) | Summer 2025

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BOSTON | NEW YORK

Friends of the Arava Institute seeks a Director of Development inspired by environmental issues and peacebuilding to lead development efforts and advance the organization's capital campaign.

About Friends of the Arava Institute

The Friends of the Arava Institute (FAI) supports the critical work of the Arava Institute for Environmental Studies (AIES) through public awareness, student recruitment, and fundraising campaigns. Located in Israel, the Arava Institute for Environmental Studies is a leading environmental studies and research institute in the Middle East. AIES houses an accredited academic program, research and development centers, and applied environmental diplomacy initiatives focusing on the region's environmental concerns and challenges.



In the hyper-arid, drought-stricken Middle East, one resource is more precious than water: Trust. Over the past 29 years, the Arava Institute for Environmental Studies has demonstrated that cooperation on environmental issues that impact all the people of the region is an effective path to building cooperation among communities that have been locked in conflict for generations. Since 1996, AIES has brought together a total of nearly 2,000 Palestinian, Jordanian, Israeli, and international students in an accredited academic program. AIES educates future leaders who can meet the Middle East's environmental challenges with innovative peace-building solutions and ensure a sustainable future for the region. With on-the-ground projects, cutting-edge research, and a university-accredited academic program, AIES works to protect fragile shared environmental resources, eliminate conflict over these scarce natural resources and serve as a model for constructive peacemaking for wider areas of conflict.

In early 2000, it was decided that in order to grow and sustain the Arava Institute for Environmental Studies, external support was needed. "Machon HaArava" was established in the United States by business professionals, academics and founding members of Kibbutz Ketura. Known today as Friends of the Arava Institute, the organization is governed by a Board of Directors of 15+ members across the United States, with a 50+ person Board of Trustees and an Advisory Board that provides additional support.



With a student body comprised of Jordanians, Palestinians, Israelis, and internationals, the Arava Institute offers students an exceptional opportunity to learn from leading professionals while forming friendships and developing skills that enable them to lead the region and the world in solving today's most pressing environmental challenges. Friends of the Arava Institute is located in Newton Centre, MA, and supports efforts throughout North America.

For more information about Friends of the Arava Institute, please visit <https://arava.org/about-our-community/about-fai/>

About Philanthropy and the Position

FAI supports the Arava Institute for Environmental Studies through public awareness, student recruitment, and by raising approximately two-thirds of the Arava Institute's core operating budget. This support enables the Institute to carry out its critical work of training the next generation of environmental leaders in the Middle East.

The new Director of Development (DoD) will build on the base of support and plan, lead and implement overall fundraising and development strategies to raise \$4 million+ annually as well as to advance a capital campaign. The DoD will report to and work closely with the Chief Executive Officer as well as work with other development staff to deepen the North American individual and institutional donor base to sustain and expand the Arava Institute.

The successful candidate will have a passion for the Institute's mission of environmental issues and peacebuilding and be skilled in all aspects of the donor relations and development pipeline. An ideal candidate has proven supervisory experience and success building relationships with and soliciting high net-worth individual donors. The DoD will build strong relationships with stakeholders as well as with staff at Friends of the Arava Institute in North America and the Arava Institute in Israel.

Friends of the Arava Institute is located in Newton Center, MA and supports efforts throughout North America. While preference is given to local candidates, the DoD position is classified as US-based with hybrid or remote available. The DoD must be available to meet virtually with staff based in Israel, Jordan and West Bank. This position requires national travel and periodic international travel and includes periodic evening and weekend hours.



Key Responsibilities

- In partnership with the Chief Executive Officer, create and execute a comprehensive fundraising plan to meet the organization's financial goals.
 - Build and maintain relationships with existing and potential donors, with a focus on 4, 5, and 6 figure donors including individuals and foundations, through effective communication, cultivation and stewardship.
 - Identify, research and cultivate major donor prospects aligned with the Institute's mission.
 - Expand donor opportunities including a menu of Planned Giving opportunities.
 - Implement Capital Campaign to support the Institute's expanded campus.
- Create donor campaigns and events to engage individuals who have participated in immersive events such as the annual Israel Ride bike ride and Arava Institute study tour.
- Oversee the planning and execution of periodic fundraising events including donor receptions, parlor meetings, galas, etc.
- Staff the Development Committee of the Friends of Arava Institute Board.
- Support, participate in and/or lead experiences to Israel.
- Supervise and work with Grants Manager to identify, cultivate and solicit institutional funders.
- Work with colleagues as appropriate to implement development strategy, including the Development and Communications Manager and the Development and Operations Associate.
- Steward donors and prospects through the implementation of donor affinity groups.

- Ensure timely and meaningful recognition of donors.
- Act as a spokesperson for Friends of the Arava Institute and the Arava Institute.
- Oversee gift entry, donor recognition and acknowledgments, as well as management of the donor database, including oversight of staff performing these functions.

Key Qualifications

- 5+ years of experience in nonprofit fundraising and leadership.
- 3+ years supervisory experience.
- Proven track record in successfully securing 5- and 6-figure gifts from individual donors
- Strong written and verbal communication skills; able to craft compelling donor communications and fundraising materials.
- Knowledge of fundraising best practices, donor cultivation strategies and stewardship techniques.
- Experience in event planning and execution, including managing logistics and donor engagement activities.
- Proficiency with donor management systems and Microsoft Office.
- Exceptional organizational skills and attention to detail.
- Excellent collaborator: builds strong relationships with colleagues and contributes to positive organizational culture.
- Able to work independently, manage multiple priorities simultaneously and meet deadlines.
- Experience with Middle East peacebuilding or environmental work is a plus.
- Must reside within the United States, with ability to travel within the United States and to Israel.
- Able to work flexible hours to meet the needs of donors and key stakeholders, including availability to meet virtually with staff based in Israel and the region.
- Bachelor's Degree

Compensation: The salary for this role is \$130,000+ annually, commensurate with experience. Benefits include health and dental insurance, vision insurance, 401k plan with organizational match, short- and long-term disability, and life insurance.

FAI provides equal employment opportunities to all employees and applicants for employment without regard to race, color, religion, sex (including pregnancy, childbirth or related medical conditions, sexual orientation and gender identity), national origin, age, disability, genetic information, or military or veteran status in accordance with applicable federal laws. In addition, FAI complies with applicable state and local laws governing non-discrimination in employment. This policy applies to all terms and conditions of employment, including but not limited to hiring, placement, promotion, termination, transfer, leaves of absence, compensation and training.

To apply, please submit your cover letter and resume in confidence [here](#).

For more information, please visit www.developmentguild.com.

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About Development Guild DDI

For 45 years, Development Guild DDI has consulted to leaders across the nonprofit spectrum. We have successfully collaborated with more than 650 clients nationwide in the sectors of health & science, education, environment, the arts, and social justice. We are experts in executive search and fundraising and are at the forefront of delivering best practice in these services.

With each engagement, we work in teams tailored to a client's particular needs, providing sector-specific intelligence, cross-sector insight, and hands-on functional expertise. We combine our perspective on nonprofit leadership with our knowledge and experience in both fundraising and executive search. This distinct perspective enables us to deliver the most strategic and measurable impact.

