



Major Gift Officer

Hebrew College

Newton, MA | Spring 2019

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About Hebrew College

Founded in 1921, Hebrew College is a private, not-for-profit, graduate degree-granting institution with leading graduate professional programs that prepare rabbis, cantors, and educators for a broad range of leadership roles in the Jewish community. In addition, Hebrew College offers a robust array of community programs that enable individuals of all ages to explore Jewish culture, arts, and music as a means to define and refine their Jewish identity.



In every sense Hebrew College promotes excellence in Jewish learning and leadership within a pluralistic environment of open inquiry, intellectual rigor, personal engagement, and spiritual creativity. Hebrew College empowers and inspires individuals to contribute their voices and vision to the Jewish community and to bring Jewish values to bear on the critical issues of our time. Dedicated to building bridges between the academy and the community, the College offers diverse educational and cultural programs for youths, adults, and Jewish professionals, and seek to invigorate Jewish life through the following core values:

- Ahavat Torah:** A Love of Learning
- Areivut:** Embracing Communal Responsibility
- Elu v'Elu:** Engaging Diversity
- Yetzira:** Fostering Jewish Creativity

Hebrew College is in the midst of an exciting period of transformation. On firm financial footing, and under new leadership after the recent installation of Rabbi Sharon Cohen Anisfeld as its ninth President, the College is currently undergoing a thoughtful strategic planning process. Innovative vision and energetic leadership position Hebrew College, its students, and its community for great success in the coming years.

For more information about Hebrew College, please visit <https://hebrewcollege.edu/>.

About Philanthropy at Hebrew College



Institutional Advancement is responsible for securing \$2.4 million in unrestricted gifts – approximately 25% of the College's annual operating budget.

Over the past 18 months, the Marketing and Development functions have been integrated into a single cohesive department, creating greater synergy, streamlining operations, and improving overall effectiveness. Meaningful enhancements have been made in development processes, in fostering a culture of gracious and genuine relations with the donor community, as well as in engaging Trustees and other

community leaders in donor outreach. Additionally, significant investments have been made in a new platform that will dramatically improve donor records and data management. A team of three dedicated

professionals is working in close partnership with President Anisfeld and Board Chair Andy Offit to achieve the College's philanthropic goals. These changes, together with the anticipated results of the College's current strategic planning process, have fostered a notable sense of optimism and anticipation for the future.

About the Position

Building on this strengthened foundation, the Major Gift Officer (MGO) position was recently created to spearhead the major giving program at Hebrew College, with the intent to bring the Advancement Department to the next level of capacity and performance. As part of a growing team, the MGO will report to the Vice President of Marketing and Institutional Advancement, Alan Sherman, and collaborate closely with President Anisfeld, key stakeholders on the Board of Trustees, and academic leadership of the College.

The MGO is an experienced, highly motivated frontline fundraiser, responsible for cultivating, soliciting, and stewarding a portfolio of current donors and previously untapped prospects. The MGO will create strategic action plans for top prospects with the intent of deepening relationships on behalf of the College, leading to increased comprehensive giving including annual, capital, multi-year pledged, and planned gifts.



Key Responsibilities

- Qualify, cultivate, solicit, and steward a diverse pool of 125-150 prospects and donors with the capacity to make gifts mainly at the \$10K+ level and achieve mutually agreed upon revenue and performance goals
- Conduct extensive donor/prospect meetings, visits, and calls – engagement with large current and prospective donors is what the vast majority of this position demands, and the College is committed to not burdening the individual in this role with many other responsibilities
- Create opportunities to engage the President, trustees, volunteers, faculty, and staff members in the cultivation and solicitation of current and potential donors
- Write clear and concise contact reports, conduct follow-up communication for individual meetings, and maintain progress in database
- Identify giving opportunities and define solicitation strategies to ensure a match of interest between Hebrew College and donors
- Cultivate strong working relationships with colleagues, as well as with faculty and leaders across campus to better understand the College and its mission

Key Qualifications

- Minimum of 8 years of increasing development experience
- Proven record of securing five- and six-figure major gifts from individuals and family foundations
- Demonstrated ability to work with high-level prospects, donors, and campus/trustee leaders, while also able to identify and secure support from new constituencies, utilizing donor prospect modeling and research
- Authentic connection to Hebrew College's mission, values, and goals, and the capability to articulate a compelling case for support
- Strong collaborator within one's team and across the College
- Independence, high level of accountability, and passion for engaging with people
- Stellar communication skills, written and verbal
- Ability to travel occasionally



Hebrew College is proud to be an Equal Employment Opportunity and Affirmative Action employer. We do not discriminate based upon race, religion, color, national origin, gender, sexual orientation, gender identity, gender expression, age, status as a protected veteran, status as an individual with a disability, or other applicable legally protected characteristics.

Please email your cover letter and resume in confidence to:

HebrewCollege@developmentguild.com

Tara DiDomenico

FUNDRAISING CONSULTANT

Development Guild DDI

For more information about Development Guild DDI, please visit www.developmentguild.com

About Development Guild DDI

Development Guild DDI is a nonprofit leadership development consulting firm that provides nonprofit executive search, fundraising counsel, and campaign services. We bring a powerful combination of discipline and innovation to every client engagement, delivering solutions that are both strategic and deeply rooted in experience and analysis. Drawing upon more than 2,500 client engagements and 40 years working in every nonprofit sector, our collaborative approach is distinguished by candid dialogue and supported by cutting-edge technology. We commit to understanding and respecting your unique culture and to translating that knowledge into viable solutions.

