



Director of Development

Jerusalem Institute of Justice

Remote/USA | Spring 2026

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BOSTON | NEW YORK

**The Jerusalem Institute of Justice seeks a strategic and entrepreneurial Director of Development to expand philanthropic support for its international legal and human rights mission. Working closely with senior leadership and colleagues in Jerusalem and the US, this individual will manage and grow a portfolio of major donors, cultivate high-capacity prospects, and secure significant investments that advance JIJ's advocacy and legal work.**

## About The Jerusalem Institute of Justice



The Jerusalem Institute of Justice (JIJ) is a leading international legal and human rights organization, based in Jerusalem with Special Consultative Status at the UN (ECOSOC). For over 21 years, JIJ has championed justice and freedom in Israel and the Middle East - providing world-class free legal aid to vulnerable populations, defending Israel in international forums, and advancing policy reforms that transform lives, defend democratic principles, and protect human rights. Its work extends beyond individual cases, shaping policy reforms, strengthening legal protections, and defending Israel's standing in international forums including the United

Nations and International Criminal Court.

With a record of 25 Supreme Court victories, 29,000+ people served with free legal counsel, and 10 million lives impacted globally, JIJ is entering an exciting phase of growth and expansion and deepening partnerships with major donors, foundations, and faith-based networks committed to justice and Israel's future. Through these relationships, the organization aims to expand access to legal protection, reinforce its international advocacy, and ensure long-term sustainability for its mission-driven work. To strengthen its U.S. presence and meet the goals, they are seeking an experienced Director of Development (DoD) to build and expand a robust philanthropic base in North America.

For more information about JIJ, please visit <https://jij.org/>.

## About Philanthropy at The Jerusalem Institute of Justice

Philanthropic investment is central to advancing JIJ's legal advocacy and human rights work. Support from individuals, foundations, and diverse faith-based and civic partners enables the organization to provide free legal aid to vulnerable populations, pursue precedent-setting cases, and engage effectively in international forums where issues of justice and democratic values are debated. Donor partnership fuels both immediate legal action and sustained policy reform efforts that create measurable, long-term impact.

JIJ's philanthropic community reflects the broad scope of its mission. The organization engages supporters across Jewish, Christian, and wider philanthropic networks, welcoming partners united by a shared commitment to justice, human rights, and Israel's future. Through private briefings, leadership gatherings, and delegations to Israel, donors gain direct insight into active cases, international advocacy efforts, and the tangible outcomes



their support makes possible. The Director of Development will play a key role in cultivating these relationships and expanding JIJ's reach across multiple philanthropic communities.

As JIJ strengthens its presence in North America, major gifts remain a strategic priority. Significant commitments, including multi-year investments and legacy support, provide the stability and flexibility necessary to advance complex legal initiatives and global advocacy. The Director of Development will help grow the major gifts pipeline, deepen engagement across varied donor communities, and build the philanthropic foundation required for sustained expansion and impact.

## About the Position

Reporting to the US-based Executive Director and working in close partnership with leadership in both the United States and Jerusalem, the Director of Development will lead the strategy and execution of JIJ's major gifts efforts in North America to raise a minimum of \$1.7M per year. This role will focus on expanding philanthropic revenue through the cultivation and solicitation of high-capacity individuals, foundations, and aligned networks. The DoD will ensure that fundraising priorities are clearly connected to JIJ's legal advocacy, policy initiatives, and measurable global impact.

The DoD will present with a rainmaker mindset - someone who thrives on building trust with sophisticated donors, communicates the mission with authenticity and delivers measurable results. The DoD will be responsible for identifying and engaging new prospects while managing a portfolio of major donors capable of making transformational gifts, guiding each relationship from initial connection through solicitation and long-term stewardship. In collaboration with senior leadership, this individual will implement thoughtful, data-informed fundraising strategies grounded in donor engagement, mission-driven storytelling, and demonstrated results. Strategies to secure significant multi-year commitments and transformational gifts that sustain JIJ's international legal work will be a priority.



This is an exceptional opportunity for a motivated and strategic fundraising professional to join JIJ during a period of exciting expansion. The DoD will help build a strong and sustainable philanthropic base in the United States, strengthening the organization's capacity to advance justice, defend human rights, and deliver lasting impact in Israel and the Middle East. This role is a unique opportunity to shape the future of Jewish and Israeli advocacy worldwide, empowering survivors, defending Israel at the UN and ICC, and delivering justice to the vulnerable.

## Key Responsibilities

### Fundraising Strategy and Growth

- Develop and execute a comprehensive U.S. major gifts strategy aligned with JIJ's legal advocacy and international priorities.
- Build and maintain a strong major gifts pipeline (\$25,000+) and drive growth with emphasis on six and seven figure commitments, multi-year pledges, and legacy support.
- Establish clear revenue goals in partnership with senior leadership and track progress against defined metrics.
- Organize donor briefings, conferences, and delegations to Israel to deepen engagement.

- Identify new opportunities to expand philanthropic reach across North America, strengthening long-term financial sustainability.

### Major Donor Cultivation and Stewardship

- Identify, cultivate, solicit, and steward a portfolio of high-capacity donors, with a focus on gifts of \$25,000 and above.
- Develop tailored engagement strategies that reflect each donor’s interests and alignment with JIJ’s mission.
- Represent JIJ in high-level meetings, donor gatherings, and one-on-one engagements across the United States.
- Ensure thoughtful, consistent stewardship through personalized updates and impact reporting that demonstrate measurable results.



### Partnerships and Network Development

- Engage & Inspire: Represent JIJ at high-level meetings, events, and donor gatherings across the U.S.
- Strengthen relationships with foundations, Jewish and Christian philanthropic communities, and mission-aligned organizations.
- Expand JIJ’s visibility within key donor networks and philanthropic circles.
- Collaborate with leadership to cultivate strategic partnerships that support international advocacy and legal initiatives.

### Reporting and Impact Communication

- Provide donors with clear, compelling reports and updates highlighting legal victories, advocacy efforts, and measurable global impact.
- Provide tailored donor reports and updates that highlight JIJ’s measurable achievements and global impact.
- Maintain accurate records of donor engagement and activity, ensuring strategic follow-up and continuity in relationship management.

## Key Qualifications

- 7+ years of experience in major gifts fundraising, philanthropy, or business development, with a demonstrated record of securing six and seven figure commitments.
- Passion for justice, human rights, and Israel’s role in the Middle East.
- Knowledge about Israel’s historical geopolitical standing.
- Comfortable moving in both Jewish and Christian philanthropic spaces.
- Entrepreneurial and results-driven, with the ability to design and implement fundraising strategies that produce measurable growth.
- Excellent written, verbal, and presentation skills; ability to convey JIJ’s mission in compelling terms.
- High integrity, discretion with donor information, and collaborative mindset.
- Proven success building, cultivating, and closing relationships with high-net-worth individuals and philanthropic leaders.
- Established or demonstrated ability to build connections within U.S. philanthropic networks, including Jewish and Christian communities.

- Strong relationships in U.S. philanthropic, Jewish, and/or Christian donor communities preferred.
- Exceptional written, verbal, and presentation skills, with the capacity to communicate JIJ's mission clearly and persuasively in diverse settings.
- Energized by face-to-face donor engagement and skilled at developing long-term philanthropic partnerships.
- High integrity and discretion in managing confidential donor relationships.
- Collaborative and self-directed, comfortable working across international teams.
- Bachelor's degree preferred.

## Location

- Based in the United States.
- Flexibility for national travel and periodic travel to Israel.

**All qualified candidates will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, veteran status, or any other characteristic protected by law.**

The salary range for this position is \$125,000 - \$145,000 commensurate with experience. JIJ offers a competitive benefits package and fully remote work engagement.

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

For more information, please visit [www.developmentguild.com](http://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.*

