



Development Strategist

Supervisor: President & CEO
Supervisor Responsibility: None
Classification: Exempt, Full-Time
Working Conditions: Office environment, but hybrid work will be considered

Job Objective:

The Development Strategist's responsibility will be to integrate presentation delivery, active listening skills, and probing techniques to cultivate relatedness through dialogue. In concert with and trained by the CEO, the Development Strategist will shape the Foundation's multi-generational endowment development plan including teen philanthropy, LIFE & LEGACY, and Jewish Future Pledge Programs.

Job Summary:

Development Strategist is a relationship builder who possesses an ease of thinking on their feet and establishes early rapport and credibility. Drawing upon life experience and the ability to convey compelling messages, this professional will steward the organization's planned giving program, communicating its benefits to affiliated agencies, donors, and prospects. Utilizing CRM-driven data, the Development Strategist will monitor goals and progress to guide development initiatives, marketing campaigns, related communications to Boards, Affiliates, donors, professional advisors, and prospects, and to strategically deploy the CEO, Board and other assets for donor cultivation and solicitation. Additional deliverables to be co-created with leadership.

Requirements:

Education/Experience:

- Bachelor's Degree and at least two (2) years' experience in one or more of the following areas: marketing, financial planning, sales, community relations, development/fundraising, foundations and/or grant making. Non-profit experience not required; however, would be a plus.

The optimal candidate will possess many of these essential skills:

- Self-motivated, self-starter and pro-active
- Project management experience including planning and implementation skills
- Presentation/ story-telling skills
- Track record of accountability, initiative as well as working autonomously and in collaboration with a team
- Willingness to work evenings for meetings/events, as required
- Broad understanding of the Jewish community, history, culture, heritage and/or how the various Jewish community agencies and synagogues interact
- Experience managing a budget (preferred)
- Proficient use of MS Office (Word, Excel, PowerPoint) and Adobe Acrobat.
- Salesforce experience a plus, ability to work within and understand structure of customized database to include becoming proficient.

To Apply: Send your cover letter and resume with salary requirements to resumes@tjfva.org. Applications will be considered on a rolling basis, and the position will remain open until filled.

EOE (Equal Opportunity Employer)