



**Chief Development Officer
Brooklyn, NY**

About Chabad on Campus International(COCI)

Chabad on Campus International is at the forefront of Jewish life on campus, supporting the sustainability and success of the 364 Chabad Houses serving 892 campuses: championing robust Jewish life and learning on college campuses around the world. Together with Chabad House Directors, we seek a future where every Jewish student has a deeper affinity, connection, and understanding of their faith, heritage, and identity.

We foster the success of 793 campus-based Chabad Houses Directors by providing leadership and supportive resources and creating a strong international community of campus leaders. Based in Brooklyn, New York, COCI has a team of 33 dedicated individuals and an annual operating budget of \$16M. Given COCI's mission of promoting a campus life where Jewish identity and Jewish pride can thrive in all circumstances, we are investing in a strategic growth initiative to be able to significantly increase our impact, which is needed more than ever during these volatile times for Jewish students on campus.

Position Overview

During this period of exponential growth, COCI is focused on expanding both individual and institutional giving and is seeking a Chief Development Officer (CDO) to both oversee the team and carry a personal portfolio of prospects and donors.

As a member of the Executive Team, this position is responsible for driving the development strategic planning process, managing all stages of moves management for individual contributors, creating and executing fundraising events and campaigns, coordinating with marketing on direct mail and messaging, and overseeing relevant data management activities. The CDO will lead an existing team of four, support the major gift activity of the CEO and Chief Strategy Officer (CSO), and expand the team as needed.

Primary Responsibilities

Development Strategy & Oversight:

1. Expand the development team as revenue growth milestones are achieved.
2. Develop and implement the annual multi-tiered campaign plan focused on growing both dollars and donors while diversifying revenue streams.
3. Provide subject matter expertise to all involved in COCI's fundraising efforts.
4. Recommend strategies for increasing revenue including new engagement programs such as: events, parlor meetings, galas, campaigns, and concerts.

5. Monitor progress of established goals and course correct as needed.

Major Gifts:

1. Prospect, solicit and steward major individual gifts with a focus on 4 and 5 figure donations.
2. Collaborate with CEO & CSO on strategy for leading gift prospects and donors in their respective portfolios.

Events & Campaigns

1. Partner with marketing & communications to implement successful ephilanthropy and direct mail campaigns.
2. Plan and implement fundraising events meeting attendance and financial goals with strong execution and exceptional donor relations.
3. Collaborate with the communications and marketing team to ensure consistent messaging, branding and accuracy in all fundraising materials.

Department Oversight

1. Hire, manage, train, and motivate the existing development team and recommend additional roles as milestones are achieved..
2. Oversee the administration of development operations including account management, donor relations and recognition, and cross-functional integration (e.g., with finance).
3. Oversee the implementation of technology solutions to enhance fundraising efforts, including donor management systems and online fundraising platforms. Oversee the CRM system to ensure strong tracking, prospecting and data collection mechanisms are in place.
4. Generate accurate and timely reports for donors, stakeholders, and the board of directors, outlining the impact of fundraising efforts.
5. Performs other relevant duties as assigned.

Qualifications

- Minimum of 7 years of relevant development experience. Prior supervisory experience is strongly preferred.
- Proven experience directly cultivating and soliciting donors for 5 figure gifts.
- Proficiency in strategic campaign planning and track record for exceeding fundraising goals and driving impactful strategies.
- Strong understanding of diverse fundraising channels, including major gifts, foundations, and ephilanthropy..
- Strong grounding in development operations including relevant donor platforms, reporting and impact measurement..
- Excellent communication and interpersonal skills.
- Ability to analyze data and use metrics to drive decision-making.

Compensation: \$210K to \$250K depending on experience; if your background exceeds our requirements, let's talk

To apply: please [click here](#) to submit your cover letter, resume and salary expectations.