



Major Gifts Officer

Organization: Chabad on Campus International

Location: Brooklyn, NY (Hybrid or Remote Option)

Position Type: Full-Time

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 360+ Chabad Houses serving 890+ 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.

Based in Brooklyn, New York, COCI has a team of over 30 dedicated individuals and an annual operating budget of \$20M. 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

Chabad on Campus International (COCI) is seeking a dynamic, strategic, and results-driven Major Gifts Officer. This role offers an exciting opportunity to cultivate, secure, and grow major philanthropic support from individuals, families, foundations, and select corporations to advance COCI's mission. Reporting to the Senior Vice President of Development, the Major Gifts Officer will serve as a key member of the senior leadership team, collaborating across departments to integrate fundraising efforts with broader organizational goals. The ideal candidate is a proactive, self-motivated fundraising professional with extensive experience identifying, cultivating, soliciting, and stewarding major donors at the \$10,000+ level.

Primary Responsibilities:

- Manage and grow a portfolio of individual major gift donors (\$10,000 and above)
- Identify, cultivate, solicit, and steward major gifts
- Track development activity by entering donor interactions and strategies into COCI's

- fundraising database
- Work closely with the COCI Development team to develop and successfully execute strategies that will increase the number of major donors, increase gifts year to year, and achieve annual goals
- Create ways to link donors' interests with COCI programs and volunteer opportunities
- Create presentations in order to build cases for support
- Recruit and steward major donors through engagement activities
- Perform other related duties and participate in special projects as assigned by the Senior VP of Development

Preferred Qualifications:

- Bachelor's degree in a relevant field
- Minimum six years of experience
- Experience working with boards and major donors
- Excellent organizational skills with meticulous attention to detail
- Strong verbal and written communication skills
- Ability to work strategically and collaboratively across the organization
- Knowledge of and experience with Chabad customs, traditions and culture

Compensation: \$150,000 to \$165,000 annual salary, depending on experience, plus benefits; if your background exceeds our requirements, let's talk.

To apply: Please submit your cover letter, resume, and salary expectations to Carin@sageviewconsulting.com.