



**BIRTHRIGHT
ISRAEL**
FOUNDATION

Boyden Executive Search Contact

Wendy Wilsker | 781.572.5703 | wwilsker@boyden.com

Overview

Birthright Israel began with a bold idea in 1999 – to offer young Jewish adults a life-changing trip to Israel to build their Jewish identity and, by doing so, transform the Jewish future. In turn, The Birthright Israel Foundation was founded to raise the necessary funds in the United States to support this critical mission and to ensure that all young Jews have an opportunity to visit their ancestral homeland and forge a connection to their heritage that can last a lifetime. Since its founding, Birthright Israel has sent over 850,000 young adults on this transformational trip. Our work has become even more important in a post-October 7th world.

Position Summary

BRIF seeks a proven, goal-oriented, dynamic, and inspiring development professional to serve as Regional Director of Greater Boston. This remote position will be based in Boston and will primarily focus on fundraising for BRIF in the Boston market, although the Regional Director will also engage with donors in surrounding areas of New England. The position requires a candidate with superior relationship skills and demonstrated success in building organizational capacity and increasing revenue. In addition, s/he must have an authentic passion for the mission of Birthright Israel, a track record as an effective major gifts fundraiser, and be an articulate communicator of Birthright Israel Foundation's case for support. This driven self-starter will manage and grow the Boston/New England Region's annual campaign.

Candidates should have an entrepreneurial approach and thrive in a fast-paced environment. Candidates should also have the capacity to develop and execute fundraising strategies that include identifying, cultivating, soliciting, and stewarding individuals, foundations, alumni, and parents of Birthright Israel alumni in Boston and the rest of New England.

The Greater Boston Regional Director will report to and work in partnership with the Vice President, Northeast to design a major gifts strategy aimed at increasing dollars and donors in the region. This position will be a part of an 8-person Northeast Region operation that raised over \$13 million this past year. The Regional Director is expected to grow the campaign by upgrading donors and building relationships with new donors, focusing on those donors with five- and six-figure capacity.

Opportunities and Challenges

This position is a unique and compelling opportunity to play a leadership role in resource development for what many views as the most successful engagement program in Jewish life and Israel.

With a current national campaign raising over \$80 million from 30,000 donors, Birthright Israel Foundation's base of support has grown in recent years. However, meeting the growing needs of young Jewish adults who want to take a Birthright Israel trip will require broadening and upgrading the base of support from alumni, their parents, and supporters of Birthright Israel's mission.

Key Responsibilities

- Build and manage a fundraising portfolio of ~100 donors and prospects at the \$10,000+ level with the expectation of eventually cultivating and soliciting five-to-seven-figure prospects. This includes:
 - Working with the Birthright Israel Foundation's national office to develop a pipeline of new prospects;
 - Initiating contact and meeting with existing and potential donors;
 - Using moves management to track interactions and create strategies on prospects to pursue;
 - Developing and implementing engagement and cultivation strategies;
 - Soliciting gifts of \$5,000+ from current and prospective donors;
 - Soliciting legacy gifts from donors.
- Work with the VP, Northeast Region to identify and qualify prospects and build appropriate strategies to capture individual giving and legacy giving.
- Build and manage a leadership cabinet in Boston as well as in other regional cities identified as crucial for regional fundraising.
- Work with colleagues in other regions to assist with closing gifts related to donors based in multiple locations throughout the year.
- Increase the number of donors and dollars raised in the region year-over-year.
- Plan and attend events strategically designed to cultivate new prospective donors and steward existing ones.
- Utilize the organization's database (Salesforce) to build a pipeline of prospects as well as maintain accurate records of donor interactions, individuals' programmatic interests, giving trends, and donor engagement and solicitation strategies.

Qualifications and Skills

- Bachelor's degree required.
- 7+ years of significant fundraising or related for-profit resource development experience.
- Experience and comfort working with high-level donors and philanthropists.
- Familiarity with the Boston and surrounding Jewish philanthropic communities.
- Deep understanding of major gift fundraising principles and moves management.
- Exceptional written and verbal communication skills.
- Strong self-confidence and high energy, along with a positive and proactive approach.
- A passion for Jewish engagement and the mission of Birthright Israel.
- Self-starter with the ability to work alone and in a team.
- Keen understanding of donor needs and requirements.
- Collaborative work style and ability to influence people across, within, and outside the Birthright Israel organization.
- Solid organizational skills and attention to detail.
- Proficiency working with business technology and donor database systems; Salesforce experience is a plus.
- Willingness to travel as needed to donor meetings, events, and Foundation summits.

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Wendy Wilsker

Managing Partner, Boston

wwilsker@boyden.com

M. 781.572.5703

About Boyden

Founded in 1946, Boyden global executive search was the first firm to focus entirely on retained executive search. Others would soon follow, using many of the basic tenets and principles that Sidney Boyden put in place: maintaining a strict code of ethics and standards; establishing a global presence; creating uniform processes; and working with highly experienced business partners. These aspects of Sidney Boyden's vision are still in use today.

Boyden continues to be a leader in the executive search industry. Through the ever-expanding use of cutting-edge technology, while always adhering to strict ethical standards, we remain true to our rich heritage as the founders of retained executive search. We cover the globe with over 70 offices in more than 40 countries, led by resident professionals adept at working in a global economy. We are poised to help our clients find the people who will lead them today and into the future. In addition to retained executive search, Boyden works with clients seeking advice regarding their Boards. We also assist clients with interim management and leadership assessment.

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