

**Boyden Executive Search Contact**Wendy Wilsker | 781.572.5703 | [wwilsker@boyden.com](mailto:wwilsker@boyden.com)**Position Summary**

Ramah New England seeks a Director of Development who is a highly motivated, mission driven, experienced and strategic fundraiser and non-profit leader. Ambitious and entrepreneurial, the Director of Development will have the opportunity to elevate a culture of philanthropy, enhance the structure of the Development Department and build a pipeline of the next generation of major donors including and not limited to alumni, parents, grandparents and community leaders.

The Director of Development is responsible for planning and implementing all fundraising strategies and activities including the capital campaign, annual fund, major and planned gifts, grant-writing and the engagement of current and alumni families to engage in philanthropic support.

The Director of Development will join Ramah at a pivotal time as the camp enters the final stage of their \$6M Capital Campaign. The incumbent will report to the CEO, and work closely with the Board of Directors, and other senior leadership in inspiring sustained and increased philanthropic support and creating new opportunities for greater engagement of alumni and funders with a passion for supporting capital, operating and programmatic support.

We are seeking candidates who are motivated to take a strong fundraising program, raising \$1.2M annually, to the next level of performance. The incumbent will have a strong background in systems, processes and technology to maximize opportunities to identify and qualify the next generation of major funders. The incumbent will revitalize cultivation and stewardship activities and will elevate opportunities to increase Legacy giving and alumni engagement.

Additionally, the Director of Development will be a key strategic partner to the Camp Directors and the Board of Directors. The incumbent will be relied upon to strategically engage professional and lay leadership in the cultivation, solicitation and stewardship of donors. The Director of Development will play a key role in governance and board management.

The ideal candidate will have high emotional intelligence coupled with strong fundraising and managerial skills and an appreciation for and a love of Jewish camping. The incumbent will be a stellar communicator and collaborator and be able to articulate the vision and values of Ramah New England to internal and external stakeholders. Lastly, the Director of Development will have experience working in small and nimble organizations and an enthusiasm to take on additional roles and tasks as a member of a lean and collaborative management team.

## Responsibilities

- **Strategic:**
  - Develop and implement short and long-term development plans to meet established fundraising goals and objectives.
  - Be an active player in the camp's leadership team and participate in high-level decisions as needed.
  - Define strategies and priorities for different donor constituency groups including and not limited to parents, alumni parents, alumni, grandparents and community funders.
  - Manage and collaborate with Development Committee members on engagement of donors including cultivation, solicitation and stewardship.
- **Annual Fund:**
  - Oversee continuous growth and management of the annual campaign which includes sustaining the current appeal program and initiating new strategies for support.
  - Strategize and create appeals, both print and digital, and maintain an annual calendar of solicitations for giving through the annual campaign.
  - Leverage giving through donor recognition societies.
  - Work with Senior Leadership team to develop marketing and messaging strategies.
- **Capital Campaign:**
  - Manage all aspects of Capital campaign including and not limited to the development of solicitation strategies, preparation of solicitations, proposal creation.
  - Prepare regular reports to Board of Directors on Campaign progress.
  - Work with consultants and architects on donor recognition.
  - Launch public phase of campaign including and not limited to broad-based marketing, and events.
- **Major Gifts:**
  - Proactively communicate with donors, steward prospects, solicit gifts, and build relationships for the camp.
  - Identify and qualify pipeline of major donors.
  - Create opportunities for donor engagement with school leadership including Camp Director and Board of Directors.
  - Manage the implementation of donor funded projects, ensuring accurate use of funds and timely reporting to funders.
- **Planned Giving:**
  - Revitalize Legacy Giving program, including cultivation and stewardship tactics.
  - Ensure all Bequest Intention forms are completed.
  - Elevate culture of legacy giving.
- **Grants Management:**
  - Elevate grants program and manage all aspects of the process; strategize on approach, track opportunities, manage timelines and provide follow-up, including all reporting functions.
  - Explore and implement strategies to optimize grant research including the development of online resources, joining organizations to assist with identifying prospects, and networking.
  - Draft and edit proposals and work with camp faculty and staff to create program budgets for proposals and applications.

- **Board Management:**
  - Staff Development Committee.
  - Lead the Board Development.
- **Office Management & Administrative Tasks:**
  - Supervise Development Associate on gift entry processes, acknowledgement letter management, reporting and filing and other general administrative duties.
  - Prepare all materials for board meetings, board orientation and board surveys.

### Experience & Qualifications

- BA or BS degree required.
- Seven years+ of fundraising experience.
- Proven success in identifying, engaging, soliciting and stewarding major donors.
- Track record of achieving fundraising goals.
- Experience in partnering with internal leadership on donor engagement, grant applications and fund development activities.
- Must be a highly motivated self-starter who can work independently with minimum direction, while driving deadlines with internal and external colleagues to maximize the effectiveness of projects and programs.
- Highly organized and detail-oriented, flexible and collaborative, with an ability to prioritize and manage multiple tasks simultaneously.
- Excellent written and oral communication and proofreading skills and an ability to communicate effectively and persuasively to articulate the mission of Camp Ramah.
- Proficiency in donor database CRMs, Microsoft Office suite, including Excel and PowerPoint.
- Ability to travel for donor visits and live at Camp or spend time at camp during the summer.

## Boyden Contact



### **Wendy Wilsker**

Managing Partner

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## 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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