



### CHIEF PHILANTHROPY OFFICER Jewish Federation of Greater Atlanta Atlanta, GA

#### ORGANIZATIONAL OVERVIEW:

The Jewish Federation of Greater Atlanta (JFGA) is a philanthropic and community champion, connecting metro Atlanta area Jews – of all ages, backgrounds, and perspectives – to our community’s power to improve the world. It partners with donors, organizations, and foundations to address the pressing issues facing our community, and to develop innovative strategies that result in deep and lasting impact locally, in Israel, and around the world. It envisions a thriving and connected Jewish Atlanta where every Jew and their loved ones can access a warm Jewish community, timeless Jewish wisdom, global Jewish peoplehood, and Jewish ways to do good in the world.

JFGA is actively building a team of highly motivated and qualified individuals to create a new model of 21<sup>st</sup> century and next generation community engagement.

The Jewish community of Greater Atlanta has a population of approximately 135,000. Atlanta’s dynamic and highly resourced Jewish community supports multiple day schools and congregations, a leading Jewish Community Center, a Jewish Family & Career Services, and many smaller and innovative community organizations.

For more information about the Jewish Federation of Greater Atlanta please visit:

<https://jewishatlanta.org/>

#### THE OPPORTUNITY:

The Frances Bunzl Chief Philanthropy Officer (CPO) will be the senior financial resource development professional for the Jewish Federation of Greater Atlanta. They will lead and inspire a combined team of approximately 21 professionals including the Campaign/Development team and the Foundation team. The CPO will lead an integrated resource development operation that raises approximately \$22 million per year including unrestricted funding, targeted philanthropy, and special projects. The Atlanta Jewish Foundation has approximately \$433 million in assets. The CPO will report to the Chief Executive Officer and be a member of the Federation’s Executive Leadership Team, working closely with the COO and the planning, marketing, and finance teams as well as the board of directors to play an integral part in transforming the Federation and actualize its mission and strategic direction.

JFGA seeks a CPO who is a charismatic team leader and relationship builder. Someone who is driven, open-minded, willing to take risks to experiment, and models a positive attitude that inspires confidence and whose vision is in line with our commitment to excellence.

#### CPO Priorities:

- *Build a best-in-class philanthropy department*
- *Lead and inspire the senior philanthropy leadership team, front line fundraisers and campaign operations professionals to set and meet aspirational goals and metrics*
- *Spend significant time building direct relationships with major high-net worth donors – cultivating,*

*soliciting, and stewarding meaningful and high impact gifts*

- *Drive and lead Philanthropy team toward greater focus on capacity based versus incremental giving*
- *Conceptualize and execute a sustained strategic campaign to expand the JFGA donor base - increasing total number of donors, deepening engagement opportunities and growing efforts to attract and connect more young and emerging leaders to JFGA's mission and philanthropic goals*

#### **ESSENTIAL DUTIES AND RESPONSIBILITIES:**

- As part of the ELT, provide leadership and strategic direction for transformative change that creates a shared vision for JFGA, its affiliates, and partners that aligns with mission, operations, and organizational goals
- Actively solicit leadership gifts and lead the effort to cultivate, steward, and build effective relationships with select major donors and prospects
- Review, evaluate, and, if appropriate, restructure the organization's current fundraising efforts to maximize total financial resource development consistent to achieve organizational goals. Integrate Atlanta Jewish Foundation, Community Campaign, targeted philanthropy initiatives and special projects into a model for total financial resource development and capacity-based giving
- Lead the development and implementation of philanthropy policies, campaign planning, and donor relationship models, including goal setting and benchmarking and in consideration of emerging trends and best practices and the need to coordinate and collaborate across the organization
- Enhance existing strategies and develop new strategies to expand and deepen engagement of the next generation of Jewish philanthropists
- Inspire, motivate, attract, organize, and lead a breakthrough lay/professional team that creates bold and innovative philanthropic strategies
- Facilitate optimally effective and enriching lay/professional relationships
- Develop performance measurement systems for the Philanthropy Team to monitor and evaluate the effectiveness of team members
- Ensure a fiscally responsible philanthropy operation, including development of budgets and practices for monitoring and reporting departmental performance
- Lead a design and implementation process to use Salesforce and the data it generates to improve gift management systems, philanthropy reports, and donor and prospect research, as well as programs for cultivating and recognizing donors
- Collaborate with the Chief of Programs and Grantmaking, Senior Vice President of Marketing, and Vice President of Technology and Data Services, and their teams on engagement initiatives, social media, and development of other collateral materials to support fundraising
- Foster a collaborative approach to serving the Atlanta Jewish community, its constituents, and its neighbors with excellence
- Represent and promote the mission of Federation through superior customer service and efficient use and care of resources
- Develop and maintain strong relationships with the board, committee members and other key stakeholders
- Supervise, develop, and motivate staff, with a focus on Federation's core values of excellence, fearlessness, empathy, collaboration, and positive can-do attitude

#### **KEY COMPETENCIES:**

- Highly skilled and experienced in leading resource, organizational, operational development
- Experience in the solicitation and closing of major gifts
- Demonstrated history establishing and stewarding strong relationships of trust with colleagues, boards and philanthropic leaders, high-net-worth individuals, and community leaders

- Able to translate broad goals into achievable steps, set and manage appropriate expectations, handle detailed and complex concepts and problems, and make wise and rapid decisions
- Exceptional strategic, planning and execution skills with a results-oriented record of achievement
- Team player able to work independently and without supervision, build, lead, inspire and mentor strong professional teams and volunteers
- Impeccable ethical standards

#### **QUALIFICATIONS:**

- Experienced leader with a track record of success in high- profile corporate, entrepreneurial and/or non-profit settings with major responsibility for fundraising and institutional advancement and/or sales, and experience in managing a significant resource development program and organizational development
- Expertise in the science and art of fundraising
- Proven history of high-level, high-return fundraising or business development results based on building strong, enduring relationships with donors/customers
- Comprehensive management skills and experience, including but not limited to short and long-term planning and evaluation, supervision, and motivation of professional staff
- Knowledge and experience in the following areas: core fundraising techniques (face-to-face solicitation, cultivation & stewardship, grant writing, special events, telephone solicitations, direct mail), gift processing, prospect and donor histories, and fundraising reporting
- Experience implementing a Capital Campaign a plus
- Personal commitment to, and understanding of, the Jewish community, Jewish values, Israel, and broader civic and community issues
- Availability to work and/or participate in community wide events on nights and weekends, out-of-town meetings, travel to conferences, and overseas missions

#### **PHYSICAL REQUIREMENTS:**

Intermittent periods of standing and walking with extended periods of sitting. Must have excellent visual acuity for work with systems and records. Position requires average hearing and verbal ability to communicate with Federation staff, donors, volunteers, vendors, and others. The employee must occasionally lift and/or move up to ten pounds.

Federation requires all employees to be fully vaccinated against COVID-19 or have received an exemption by Human Resources.

**To apply, recommend candidates or, for more information please contact:**

**Daniel B. Ripps, Principal  
Gabai Strategic Advisors**

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*Jewish Federation of Greater Atlanta provides equal employment opportunities to all applicants and prohibits discrimination regarding race, religion, age, sex, national origin, sexual orientation, gender identity or expression. This position description is based upon materials provided by the Jewish Federation of Greater Atlanta.*

