



POSITION: Vice President of Major and Planned Giving

REPORTS TO: Chief Advancement Officer

ORGANIZATIONAL OVERVIEW

At the Jewish Federation of Greater Atlanta, we are building a stronger, more connected Jewish future. This future is powered by philanthropy and built on a solid foundation of engaging programming supported locally across Atlanta and in Israel. A thriving and connected 21st Century Jewish Atlanta ensures that every Jew and their loved ones can access a warm and caring Jewish community, timeless Jewish wisdom, global Jewish peoplehood, and Jewish ways to do good in the world. This vision depends on a strategic and accessible philanthropic landscape that empowers every individual to give in a way that is meaningful to them.

POSITION SUMMARY

The Jewish Federation of Greater Atlanta (Federation) is seeking a dynamic Vice President of Major and Planned Giving. Reporting to the Chief Advancement Officer, this role is pivotal in driving philanthropic growth and fostering a culture of excellence within the organization. The successful candidate will oversee a key part of philanthropic revenue, manage a team of development professionals, and cultivate strong donor relationships. They will create and implement a strategic plan for growth and continued development of the major giving, planned giving and endowment streams of revenue, focused on growing donor engagement and support for Federation's priority outcome areas.

ESSENTIAL FUNCTIONS OF THE POSITION

- Lead and manage a team of major gift and planned giving professionals
- Increase overall major gifts portfolio including endowments and testamentary gifts
- Create and implement cultivation, solicitation, and stewardship plans for portfolio of major (\$10k+) and planned gift donors to ensure sustained engagement and cultivation of long-term relationships.
- Establish a Legacy Society for planned giving donors with regular touchpoints, stewardship, and periodic cultivation events
- Develop and manage a pipeline of planned giving prospects with the goal of securing bequests, charitable gift annuities, and other deferred gifts.

- Educate donors about their planned giving options, including tax benefits and legacy planning
- Work in collaboration with Chief Advancement Officer, VP of Annual Giving, and VP of Philanthropic Advisory to ensure a streamlined and coordinated donor experience
- Partner closely with key lay leaders, committees, and other community partners

COMPETENCIES KEY TO SUCCESS IN THE ROLE

- Ability to lead and inspire a diverse team, fostering excellence and collaboration.
- Proven record of successfully securing six-figure+ major gifts and planned gifts from individual donors and family foundations
- In-depth knowledge of planned giving solutions, tax laws, and charitable gift planning
- Strong interpersonal and communication skills, with the ability to build relationships with high-net-worth individuals, key stakeholders, and internal teams
- A high degree of professionalism, confidentiality, and integrity
- Strong organizational and time management skills, with the ability to handle multiple projects simultaneously
- Strong strategic planning skills with a history of setting and achieving ambitious goals. Proven experience in budget management and fiscal responsibility
- Minimum of 10 years in nonprofit fundraising, planned giving, or financial advising

PREFERRED QUALIFICATIONS

- Formal education in the areas of philanthropy, nonprofit management and/or Jewish communal service preferred
- Certification or training in charitable gift planning (e.g., CAP, CFP) or J.D. preferred
- Experience working with nonprofit boards, foundation boards and other community and volunteer leaders

PHYSICAL REQUIREMENTS

- Minimal physical effort required with intermittent standing and walking and prolonged periods of sitting in meetings or at a desk working with a computer.

COMPENSATION

The salary range for this position is \$170,000-\$180,000 plus a comprehensive benefits package.

Jewish Federation of Greater Atlanta is an equal opportunity employer.