



Job Description

Development & Community Engagement Professional

Position Summary:

American Associates, Ben-Gurion University of the Negev (AABGU) seeks a development & community engagement professional who will help advance the mission of the organization by leading market-based engagement and development strategies in key U.S. markets with significant Jewish and Israel-supporting communities. This full-time position reports to the chief development officer and is an integral member of the broader resource development team.

Duties and Responsibilities:

- Build and execute development strategies to penetrate specific target markets with the goal of engaging new constituents and generating brand awareness for AABGU
- Mobilize local leadership structures via a prescribed chapter model by identifying and motivating a minimum of 2-3 lay ambassadors who can promote and strengthen connections and awareness to AABGU and Ben-Gurion University of the Negev in each location
- Liaise with key community partner organizations (e.g. congregations, federations, Jewish Community Centers) in each market and identify/execute mutually beneficial outreach and awareness building activities
- Manage robust lay leadership prospecting (through the Zin Fellows Leadership Program and other avenues) in collaboration with other fundraising team(s) utilizing social media as a source for market intel and saturation
- Work in cross-functional teams to execute virtual and in-person events, with primary responsibility for coordinating messaging and collateral specific to target markets
- Build and execute strategies for affinity level groups across markets for national engagement
- Work with chief development officer and other colleagues to design and implement systematic and integrated fundraising initiatives encompassing moves management strategies
- Actively manage a portfolio of current and prospective community-level donors
- Manage and routinely update relevant community engagement-related processes in customer relationship management (CRM) system
- Other relevant duties as assigned

Experience:

- Bachelor's degree in relevant field; Master's degree preferred
- One to three years of experience in project management, community outreach, coalition building, or comparable functions
- Three to five years of increasing responsibility in developing and executing contemporary nonprofit fundraising or outreach strategies

- Knowledge of overall philanthropic landscape, particularly in academic institutions is strongly preferred; General knowledge of Israel and/or scientific research is desired

Desired skillset:

- Excellent written, verbal, and public speaking communication skills, including ability to craft compelling and audience-specific messaging
- Extremely detail oriented, with ability to meet internal deadlines, manage time independently, and prioritize tasks as necessary
- Strong interpersonal skills and proven effectiveness managing, leading, growing and motivating individuals or team members
- Experience in building relationships internally and externally as well as engaging a wide range of stakeholders
- Presence and aptitude to interact effectively with sophisticated volunteer leadership and other important constituencies. A palpable level of comfort in working with individuals of high net worth.
- Visionary leadership, problem-solving, decision-making and analytical skills
- Ability to evaluate complex challenges and initiate solutions that will achieve broad objectives
- Experience planning, designing and executing various projects, ensuring timely deliverables
- Basic knowledge of social media platforms as well as relevant trends and tools; knowledge of systems and donor management software preferred
- Willingness to travel post pandemic

Salary: Salary commensurate with experience; competitive benefit package available

Start Date: Immediately

How to Apply:

Interested candidates should send a cover letter and resume to the attention of Keren Waranch, chief development officer, at jobs@aabgu.org. Please include the words "Development-Community Engagement" in the subject line. No telephone inquiries, please.

AABGU is an equal opportunity employer.