



AMERICAN FRIENDS OF THE
ISRAEL PHILHARMONIC ORCHESTRA

EAST COAST DIRECTOR

American Friends of the Israel Philharmonic Orchestra

New York, New York

March 2018

Overview

American Friends of the Israel Philharmonic Orchestra is the North American fundraising arm of the Israel's most celebrated orchestra and largest cultural ambassador. AFIPO's goal is to raise funds for the Orchestra's operating budget, educational and outreach programs, international touring, capital expenditures, and special projects. Special events, major gifts, annual and specialized campaigns, grant solicitation, and planned giving are all part of the fundraising mix. The East Coast Director will be expected to build and lead the regional development effort for the AFIPO. He/she will work closely with the Chief Executive Officer and board to devise and implement fundraising strategies and to actively solicit major gifts for an organization in growth mode. External engagement with new and longtime donors is expected.

Responsibilities include but are not limited to:

- Organizing and administering AFIPO's fund and friend raising activities on the East Coast.
- Developing a strong fund raising plan and working with the Chief Executive Officer and Board of Directors to identify needs and opportunities for fund raising and stewardship of prospects.
- Implementing fund raising strategies for cultivation and solicitation; act as a Major Gifts Officer
- Hands-on oversight of activities such as prospect identification, donor cultivation and recognition, foundation and corporation research and grant writing/solicitation and event planning.
- Identification and recruitment of new support for AFIPO and prospective members to the Board of Directors.
- Advise on young leadership program, including support of membership structure and leadership cultivation.
- Responsible for securing \$1M annually in contributions, both directly and indirectly.

Qualifications:

- Broad-based development experience and documented success running a development program, including major gifts, planned giving, special events, young leadership and board/volunteer development.
- Knowledge of the regional philanthropic community, with strong focus on the New York metro area, is preferred.
- Must have exceptional written and oral communication skills, including the ability to successfully communicate through presentations to large and small groups.
- Must embrace AFIPO's mission and be able to effectively communicate it to external constituencies.
- Appreciation of classical music and passion for the State of Israel.
- A bachelor's degree is required. A graduate degree is preferred.
- Strong computer skills are necessary including Microsoft Office and experience using Raiser's Edge database or comparable fundraising software.
- Flexibility to travel as necessary.

Attributes:

- Hands-on professional who has developed, or who has the potential to build a successful fund development program.
- Team builder and leader with strong interpersonal skills.
- Passion for people and external engagement.
- Ability to plan, organize and implement a variety of projects, sometimes simultaneously and under deadline pressure, while maintaining the integrity and quality of each project.
- Creativity, vision, charisma, responsiveness, high energy, good listening skills, flexibility, loyalty, compassion, patience, and trustworthiness.
- Successful candidate will be well organized, self-motivated, and self-confident

Compensation:

Annual compensation will be competitive and commensurate with experience. A comprehensive benefits package will be provided.

To Apply:

Please send a cover letter, resume, salary requirements and availability to:

East Coast Director Search

Email: hr@afipo.org