

EXECUTIVE DIRECTOR, EASTERN REGION

New York, New York

American Friends of the Israel Philharmonic Orchestra (AFIPO) is a fundraising arm of Israel's most celebrated orchestra and cultural ambassador. We are seeking a talented Executive Director to lead the region to new heights of engagement and fundraising success. AFIPO raises funds for the Orchestra's operating budget, educational and outreach programs, international touring, capital expenditures, and special projects. Special events, major gifts, annual campaigns, grant solicitation, and planned giving are all part of the fundraising mix. 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.

Responsibilities include but are not limited to:

- Strategizing AFIPO's fund and friend raising activities on the East Coast
- Implementing fund raising strategies for cultivation and solicitation, as a Major Gifts Officer
- Hands-on oversight of prospect identification, donor cultivation and recognition, foundation and corporation research and grant writing/solicitation and event planning
- Identification and recruitment of new prospective members to the Board of Directors
- Advise on young leadership program

Qualifications:

- Knowledge of the regional philanthropic community, with strong focus on New York
- Exceptional written and oral communication skills, including public speaking
- Appreciation of music and passion for the State of Israel
- A bachelor's degree is required but a graduate degree is preferred
- Strong computer skills including Microsoft Office and experience using Raiser's Edge
- Flexibility to travel as necessary

Attributes:

- Seasoned hands-on development professional with an entrepreneurial spirit
- Team builder with a 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

Compensation:

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

To Apply:

Please email a cover letter, resume, salary requirements and availability to "Executive Director Search" at hr@afipo.org.