



**Tidewater Jewish Foundation, Inc.
5000 Corporate Woods Drive, Suite 200
Virginia Beach, VA 23462**

**Development Strategist
VA based or remote considered**

ABOUT THE OPPORTUNITY

As our Development Strategist, your responsibility will be to integrate presentation delivery, active listening skills, and probing techniques to cultivate relatedness through dialogue. In concert with and trained by the CEO, the Development Strategist will shape the Foundation's multi-generational endowment development plan including teen philanthropy, LIFE & LEGACY, and Jewish Future Pledge Programs.

The optimal candidate for the Development Strategist is a relationship builder who possesses an ease of thinking on their feet and establishes early rapport and credibility. Drawing upon life experience and the ability to convey compelling messages, this professional will steward the organization's planned giving program, communicating its benefits to affiliated agencies, donors, and prospects. Utilizing CRM-driven data, the Development Strategist will monitor goals and progress to guide development initiatives, marketing campaigns, related communications to Boards, Affiliates, donors, professional advisors, and prospects, and to strategically deploy the CEO, Board and other assets for donor cultivation and solicitation. Additional deliverables to be co-created with leadership.

THE TIDEWATER JEWISH FOUNDATION (TJF)

The Tidewater Jewish Foundation (TJF) is a \$125 million regional community foundation (founded in 1984) which supports the Jewish communities of Southeastern Virginia, primarily based in Norfolk and Virginia Beach. TJF supports the development, investment,

and management of endowment funds for numerous local agencies and synagogues in the area including two Jewish day schools, the United Jewish Federation of Tidewater, Beth Sholom Village, and Jewish Family Service. TJF offers unique opportunities for emerging and existing charitable activities in the areas of donor advised relationships, community endowments and management of affiliated agency endowments. TJF's culture values diligence, excellence, integrity, and bringing dynamic gifts to elevate the philanthropic conversation.

Requirements:

Education/Experience:

- Bachelor's Degree and at least two (2) years' experience in one or more of the following areas: marketing, financial planning, sales, community relations, development/fundraising, foundations and/or grant making. Non-profit experience not required; however, would be a plus.

The optimal candidate will possess many of these essential skills:

- Self-motivated, self-starter and pro-active
- Project management experience including planning and implementation skills
- Presentation/ story-telling skills
- Track record of accountability, initiative as well as working autonomously and in collaboration with a team
- Willingness to work evenings for meetings/events, as required
- Broad understanding of the Jewish community, history, culture, heritage and/or how the various Jewish community agencies and synagogues interact
- Experience managing a budget (preferred)

Technical Skills:

- Proficient use of MS Office (Word, Excel, PowerPoint) and Adobe Acrobat.
- Salesforce experience a plus, ability to work within and understand structure of customized database to include becoming proficient.

Supervisor: President & CEO
Supervisor Responsibility: None
Classification: Exempt, Full-Time
Working Conditions: Office environment, but remote work will be considered

Salary commensurate with level of experience.

To apply for this position:

Submit cover letter, resume and salary requirements to resumes@uift.org

Review of applications will begin immediately, and continue until the position is filled.

EOE