



AMERICAN COMMITTEE FOR THE WEIZMANN INSTITUTE OF SCIENCE
DIRECTOR OF DEVELOPMENT, BAY AREA REGION
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OPPORTUNITY FOR IMPACT

The American Committee for the Weizmann Institute of Science (ACWIS) is seeking a talented and motivated Director of Development to join a highly successful team of dedicated people who share the Weizmann Institute's mission: science for the benefit of humanity. ACWIS develops philanthropic support in the United States for the Weizmann Institute of Science (WIS), one of the world's premier scientific research institutions based in Rehovot, Israel. The Weizmann Institute, which was originally founded in 1934 as the Daniel Sieff Research Institute, is a center of basic interdisciplinary scientific research and graduate study addressing crucial problems in technology, medicine and health, energy, agriculture, and the environment.

Noted for its wide-ranging exploration of the natural and exact sciences, the Institute is home to 3,800 scientists, students, technicians, and supporting staff. Institute research efforts include the search for new ways of fighting disease and hunger, examining leading questions in mathematics and computer science, probing the physics of matter and the universe, creating novel materials, and developing new strategies for protecting the environment.

Weizmann is proud that Professor Ada Yonath was awarded the Nobel Prize in Chemistry in 2009. Professor Yonath is the first Israeli woman to receive a Nobel, and the fourth woman to ever win the Nobel Chemistry prize. Additionally, there have been 33 Israel Prize recipients from the Weizmann Institute, largely regarded as the state's highest honor.

BACKGROUND

The American Committee for the Weizmann Institute of Science (ACWIS) was founded in 1944 by a group of American visionaries inspired by the dreams of Dr. Chaim Weizmann, the eminent chemist and Zionist leader who later became the first President of the State of Israel. Outstanding business, intellectual and opinion leaders soon joined the Committee to participate in exciting projects of support. Supporters of ACWIS have been, and are today, partners with Weizmann Institute scientists in the search for answers to the most difficult challenges facing humanity.

Over the years, ACWIS has grown into a prominent national organization with a staff of about 60. ACWIS is a national network of dedicated volunteers and professional staff who share a common vision with the Institute in advancing science for the benefit of humanity, and strengthening Israel through science and technology. ACWIS develops philanthropic support for research at

Weizmann; educates the American public about the Institute's research; and represents the Institute's interests in the United States.

In its 73-year history, ACWIS has raised more than \$2 billion, averaging more than \$60 million a year over the past decade. Improving upon traditional fundraising strategies, ACWIS has created the Center for Personalized Philanthropy, to provide customized giving opportunities for its donors. And, ACWIS employs a “total financial resource development” model that focuses on a donor’s overall and lifetime support of Weizmann. This approach looks at a donor’s lifetime goals for making an impact and offers a menu of opportunities to fulfill their philanthropic passions.

Headquartered in New York, ACWIS has six regional offices including San Francisco, CA; Los Angeles, CA; Fort Lauderdale, FL; Bloomfield Hills, MI; Chicago, IL; and New York, NY. In addition ACWIS employs four National Executive Directors of Leadership Giving who cover a regional base of donors outside of the regional offices reach. Each office employs fundraising strategies that suit the market; gifts are given predominantly from individuals, through successful fundraising dinners and estates in most regions. The Bay Area covers San Francisco, San Jose, East Bay, Marin County and Reno NV. Additional information on ACWIS can be found at: www.weizmann-usa.org.

THE OPPORTUNITY

This is an opportunity for a bright, inquisitive, people-oriented fundraising professional to join a very successful organization as it prepares to celebrate its 75th Anniversary. The Director of Development will work with an experienced Executive Director and an administrative staff person in the Bay Area office to develop and maintain donor relationships; develop and implement fundraising and leadership development programs; and increase awareness of the research at the Weizmann Institute of Science among donors, prospects and the broader community.

The Director of Development will engage supporters and prospects to participate in parlor meetings, luncheons and galas; meetings with Institute scientists; educational campaigns to spread the news of research discovery; and special initiatives like NextGen, the Vera and Chaim Weizmann Honor Society and Women for Science. S/he will have the opportunity to keep up to date on the latest Weizmann research and Institute discoveries.

Weizmann donors and prospects are driven by the excitement of the science and what new discoveries will contribute to benefit humanity in the future. Although deep knowledge of science is not required, this position calls for someone with immense curiosity and the ability to translate complex scientific research being conducted at the Institute into terms that the layman will grasp.

RESPONSIBILITIES

Total Financial Resource Development:

- Work with Executive Director to design and implement strategies for the cultivation and solicitation of major and planned gifts and work with specific prospects and donors, as assigned by Executive Director.

- Coordinate with National staff in the identification, solicitation and cultivation of foundation and planned giving prospects.
- Ensure follow-up activities and stewardship of donors and prospects.

Donor Cultivation:

- Establish and maintain on-going donor and prospect relationships by phone, written communication and personal contact.
- Assist the Executive Director in identifying and involving potential donors.
- Assist the Executive Director in utilizing and expanding opportunities for donor recognition.

Communications and Community Awareness:

- Serve as an enthusiastic and well-informed spokesperson for ACWIS and the Institute. Continually keep informed of Weizmann Institute of Science research and activities and share new developments with selected donors and prospects.
- Ensure and enhance community awareness of ACWIS and WIS through conferences, membership in action groups and participation in local organizations.

Program/Education:

- Plan, develop, and organize special events (e.g., Gala, science forum luncheons, parlor meetings, etc.) that focus on Weizmann science to reinforce donors' commitments and to identify prospects to the Weizmann Institute of Science message.
- Promote national and regional programs (e.g. Next Gen, Vera and Chaim Weizmann Honor Society, Women for Science, ACWIS 75th Anniversary Campaign).
- Promote Weizmann Israel experiences (missions) to the Institute (regional and national).

Leadership Development:

- Coordinate young leadership division activities designed to attract a new base of volunteers/donors.
- Cultivate the "next generation" of donors who have major gift potential by assisting the Executive Director in providing the "next generation" with further leadership development opportunities where appropriate.

Ongoing Professional Development:

- Maintain professional knowledge by reading literature, attending educational and professional seminars and establishing personal networks.
- Continually learn about Weizmann Institute of Science, its offerings and activities, and share new developments with selected donors and prospects.
- Attend biennial Staff Conference held on the campus of the Weizmann Institute

Other:

- Perform special projects as assigned by Executive Director.
- Assist in the direct supervision of support staff in the office.
- All of the above requires working as a team with other Regional staff, National staff and the Weizmann Institute of Science

QUALIFICATIONS

Professional

- A passion for the mission of ACWIS, a sharp mind, immense curiosity and the ability to translate complex scientific research into terms that the layman will grasp.
- At least 10 years of professional experience with a minimum of 3-5 years' experience working with major gift donors preferred.
- Experience and comfort engaging with high-net-worth prospects and donors who are sophisticated, intellectually curious, and typically have a keen interest in science.
- Intelligence, commitment, and temperament necessary to build and maintain long-term relationship with lay leaders and donors.
- Excellent analytical and creative skills in developing cultivation strategies.
- Self-starter with the confidence and maturity to work well in a team-driven environment.
- Entrepreneurial spirit with a high energy level, accustomed to and comfortable within a lean work environment.
- Decisive and resourceful with the ability to anticipate and act on events that may create opportunities for the Weizmann Institute.
- A proven track record of success in the cultivation, stewardship, and closing of gifts from individual major donors and foundations at and above the five-figure level, or demonstrated transferable skills to be successful in closing major gifts.
- Working knowledge of Moves Management as a fundraising strategy; proficiency in Microsoft Word and Raiser's Edge preferred, or demonstrated capacity to learn new data management systems.
- Knowledge of the region's Jewish and non-Jewish philanthropic community, and conversant on issues relevant to the organization's scientific impact. Ability to engage various groups within the region's Jewish community — geographically, generationally and denominationally.
- Ability to work in a highly collegial manner within a complex, national and international organizational culture. Experience working with organizations in Israel preferred.
- Effective communicator with demonstrated excellence in writing and verbal communication.
- Undergraduate degree from an accredited four-year college or university.

Personal

- Outstanding interpersonal skills; a good listener and proactive communicator with high integrity, good judgment, sensitivity and common sense.
- Strong skills in organization, planning, and setting priorities.
- High standard for quality and productivity, focusing on results.
- Excellent time management skills, with the ability to adjust and be flexible to meet changing work needs and demands.
- Deadline and detail-oriented.
- Interest and ability to advance professionally within a thriving organization
- Flexibility and willingness to travel as needed.

COMPENSATION

An attractive and competitive package, commensurate with level of experience is available.

FOR MORE INFORMATION PLEASE CONTACT:

DRG - Executive Search Consultants
Jill Sarah Moscovitz, Recruiter
Email: ACWIS-BayArea@drgnyc.com

TO APPLY

Please submit a resume and cover letter

Email: ACWIS-BayArea @drgnyc.com

Website: www.drgnyc.com

*This position description is based upon materials provided by
the American Committee for the Weizmann Institute of Science,
an equal opportunity employer.*