



American Committee For the Weizmann Institute of Science

Director of Development, Bay Area Region

San Francisco, CA

Salary Range: \$125,000 - \$150,000

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 nearly 75 year history, ACWIS has raised more than \$2.5 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 nine regional offices including San Francisco, CA; Los Angeles, CA; Fort Lauderdale; FL; Bloomfield Hills, MI; Chicago, IL; Washington, DC; Ohio Valley Region, New York, NY and Boston, MA. Each office employs fundraising strategies that suit the market; gifts are given predominantly from individuals, family foundations and corporate foundations, through successful fundraising programs and estates in most regions. Additional information on ACWIS can be found at: www.weizmann-usa.org.

The Position

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 (W4S). 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 – there is a palpable bond/partnership between philanthropy and science driving the next generation of discovery. 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 donor.
- Develop and maintain a portfolio of 100-125 prospects and donors including individuals, foundations and corporations.

- Articulate, where appropriate, the various gift opportunities for our donors and be successful at closing gifts.
- 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.
- Conduct 10-15 face-to-face meetings/month.
- Assist the Executive Director in identifying and involving potential donors.
- Assist the Executive Director in utilizing and expanding opportunities for donor recognition.
- Lead efforts in three major priority areas: W4S, NextGen and the Vera and Chaim Weizmann Honor Society, includes planning events locally and in coordination with National Office.
- Enhance existing relationships between donors and regional, national, and international leaders of ACWIS and WIS.
- Engage with Executive Director in face-to-face donor meetings, introductions to key philanthropists, foundations, and corporations to build a pipeline of awareness and support for ACWIS and the Weizmann Institute's mission of Science for the Benefit of Humanity.

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.
- Utilize memberships in professional organizations and participate in various local organizations to enhance community awareness of ACWIS and the Institute.

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.
- Lead national and regional programs (e.g. Next Gen, Vera and Chaim Weizmann Honor Society, W4S). Promote ACWIS' 75th Anniversary Campaign.
- Promote Weizmann Israel experiences (missions) to the Institute (regional and national).

Lay Leadership Development:

- Work with the Executive Director to identify, recruit and nurture a regional board of donors who support ACWIS by: making gifts of substance; providing access to prospects; serving as spokespersons; and participating in regional, national and international activities.
- 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.

Regional Office Leadership

- Contribute to the mission of ACWIS and cooperate with National staff by accepting special assignments, offering constructive suggestions and providing consultation and support.
- Work in regional office based in San Francisco on days when you are not meeting with donors.
- Meet with Executive Director quarterly to discuss portfolio of donor and prospect moves management, meetings conducted and substantive conversations in-progress.

Ongoing Professional Development

- Participate in continuous professional development by reading literature, attending educational and professional seminars and establishing personal networks.
- Continually learn about the Weizmann Institute of Science, its offerings and activities, and share new developments with select donors and prospects.
- Attend biennial Staff Conference held on the campus of the Weizmann Institute; and annual staff and board meetings in NYC.

Other

- Perform special projects as assigned by Executive Director.
- Assist in the direct supervision of support staff in the office.
- All 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 layperson will grasp.
- At least 10 years of professional experience with a minimum of 3-5 years' experience working with major gift donors or transferrable skills in a "relationship management" field.
- 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.
- Experience and comfort engaging with high-net-worth prospects and donors who are sophisticated, intellectually curious, and typically have a keen interest in science.
- Ability to lead, in a highly collegial manner, within a complex, national and international organizational culture. Experience with Israel.
- High standard for quality and productivity, focusing on results. A strong work ethic, ability to maintain and model high personal, ethical and professional standards, as well as an outgoing and positive personality.
- 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 and stewarding major gifts.
- 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.
- Significant interest in lifelong learning, especially as it regards science and its benefits to society.
- 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.
- This position description is based upon materials provided by the American Committee for the Weizmann Institute of Science, an equal opportunity employer.

David Edell, *President*
Jill Sarah Moscovitz, Search Consultant

To apply to this position please visit www.DRGsearch.com