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OHTEL CHILDREN'S HOME & FAMILY SERVICES CHIEF PHILANTHROPY OFFICER

BROOKLYN, NY

"Building Our Future Together"

OPPORTUNITY FOR IMPACT

Quite simply, **OHTEL Children's Home & Family Services (OHTEL)** exists **to protect children and strengthen families.**

What began as a small foster care agency in 1969 is today a \$70M social service agency that meets the diverse and growing needs of local communities. Over 1,600 dedicated professionals and volunteers provide comfort and support, and protect, elevate and celebrate the lives of thousands of individuals and families every day.

With nearly 50 years of experience, OHTEL's reputation of clinical expertise, service excellence and loving care are well recognized by both the community and regulatory agencies.

Are you an experienced, creative and innovative fundraiser? Do you have a genuine passion for the OHTEL mission? Are you guided by a commitment to meeting the ever-changing needs of a vibrant community? Then this is **your opportunity to make a difference!!** Help OHTEL invest in the future of children and families in need, while engaging in meaningful life-saving and life-affirming work.

OHTEL grew directly from the needs of the community, and an exciting capital campaign is underway to ensure that OHTEL continues its critical work – and under one roof. In the expansive 100,000 square foot new space on the Jaffa Family Campus scheduled to open in 2017, OHTEL will be better able to meet the increasing needs of the community.

Come join the OHTEL family and build our future together!

OHTEL BY THE NUMBERS



BACKGROUND AND MISSION

Since 1969, **OHEL Children’s Home and Family Services** has served as a dependable haven of individual and family support, helping people of all ages effectively manage disability, surmount everyday challenges, heal from trauma, promote physical and emotional wellbeing, and manage with strength and dignity during times of crisis.

Driven by service excellence, OHEL’s professional staff meet the myriad social service and health needs of the general community in an integrated setting, while at the same time providing culturally-sensitive services to the Jewish community, including Yiddish, Hebrew and Russian speakers.

Through highly-rated foster care, developmental disability, mental health, medical wellness and other programs and services, OHEL provides supportive housing, treatment, care coordination, education, outreach and much more to elevate lives and strengthen individuals and communities in New York City, Long Island, New Jersey, Florida, California and worldwide on the web. This is accomplished through the following programs:

OHEL Foster Care

The Milton and Molly Schulman Foster Care Program, the top-ranked foster care agency in New York City, provides children whose parents are unable to care for them due to abuse, illness, or neglect, with a stable, loving, and nurturing family.

OHEL Lifetime Care

The Rose and Maurice Halpern Lifetime Care Foundation at OHEL helps families plan for the future to ensure that loved ones with chronic disabilities, the home-bound, and seniors will receive the best possible care as they age. Programs include financial planning and trusts, advocacy, and case management.

OHEL Mental Health

OHEL Mental Health Services addresses the mental health and emotional needs of families and individuals of all ages - from those in crisis or with mental illness, to others simply coping with the increasing challenges of everyday living.

OHEL Institute for Training

The Mel and Phyllis Zachter OHEL Institute for Training offers innovative training and education opportunities to professionals, lay leaders, and the public.

OHEL Bais Ezra

OHEL Bais Ezra provides a full range of pioneering outpatient and residential services to children and adults with developmental disabilities and their families. Our programs and services meet individuals’ unique needs designed to help each person realize their potential.

Camp Kaylie at OHEL

Camp Kaylie at OHEL, The Dr. Joe Silver Campus, is a groundbreaking fully integrated sleep-away camp for kids of ALL abilities- developmentally disabled and typically developing campers.

Etta at OHEL

Based in Los Angeles, California, ETTA at OHEL delivers innovative programs that help adults achieve inclusion and integration in the community, and works to raise community awareness and sensitivity toward people with special needs.

Additional information on OHEL Children’s Home & Family Services can be found on the web at <http://www.ohelfamily.org>

POSITION

OHEL Children’s Home & Family Services seeks a proven dynamic and inspiring strategic leader with superior relationship skills and demonstrated success in building capacity and increasing revenue to become its **Chief Philanthropy Officer**. The successful candidate must have an authentic passion for the mission, demonstrated success as an engaging fundraiser and be a highly articulate communicator skilled at making a compelling case for agency support.

As this well-regarded organization approaches 50 years of groundbreaking results for addressing pressing social services issues, this is a prime opportunity for the Chief Philanthropy Officer to be the principal architect of the development program; one which supports the organization’s mission and programs, both current and future.

Working closely with the CEO, President, the Board of Trustees and a strong development team of seven, the CPO will build on existing advancement efforts and thoughtfully and intentionally pursue new opportunities for funding and engagement, increasing the depth and breadth of private individual and institutional support.

The Chief Philanthropy Officer will diversify OHEL’s donor base, promoting OHEL to new audiences and prospects to generate interest and support for the organization, forging new relationships and leveraging current ones to achieve current annual goals of \$7M, as well as completion of a \$12M capital campaign commitment over the next two years.

The Chief Philanthropy Officer will possess exceptional planning and management skills. S/he must be a skillful staff leader, effective in recruiting, supervising and mentoring staff as s/he will work in a warm, collaborative environment with other top level professionals.

KEY RESPONSIBILITIES

Leadership, Strategy, Fundraising and Engagement

- Assess the philanthropic potential of the organization. Building on OHEL’s successful fundraising strategy to date, craft a sophisticated multi-year fundraising effort that will generate short-term results as well as sustainable long-term growth.
- Develop a strategic and collaborative fundraising program that includes ways to deepen and diversify the funding base; increase restricted and unrestricted funds from all constituencies; carefully monitor the costs associated with fundraising; and ensure that internal resources are appropriately utilized.
- Work closely with the CEO and Executive Team to articulate the case for each program’s funding priorities, and match those with specific individual donor and foundation interests to ensure that philanthropy meets targeted needs and goals.
- Oversee and amplify the potential of OHEL’s capital campaign, which has already raised over \$5 million towards a total goal of \$12million.

Relationship Management

- Partner with and support the CEO and Board leaders in order to ensure their efficiency and effectiveness as the organization’s chief spokespersons and fundraisers. Similarly, guide and support key staff and volunteer leadership with respect to cultivation, solicitation and stewardship efforts, and utilize their time and talents appropriately; ensure their effectiveness as spokespersons and fundraisers.

- Provide a high level of support to board members and other high-level volunteers on development-related activities in ways that inspire them to action and strengthen their intellectual and emotional commitment.
- Identify new Board prospects who are key leaders with an affinity for the mission and programs of OHEL, with an eye towards building the OHEL network.
- Enlist senior staff, as appropriate, in educating current and prospective donors in ways that raise funders' sights about the OHEL mission and impact. Collaborate across divisions and departments to create an environment that nurtures and integrates a major-gift fundraising mindset throughout the organization.

Portfolio Management

- Maintain a significant portfolio of principal gift donors while facilitating relationships between donors and the executive team, and program leadership. Personally cultivate and solicit high level gifts from a portfolio of current and prospective donors.
- Systematically identify, cultivate, solicit, and steward new individual and institutional donors capable of making significant contributions to OHEL. Educate targeted donors on OHEL's mission, programs and projects, and develop specific strategies and tailored cases for support.
- Maintain existing donor relationships and deepen those alliances through regular, relevant communications and stewardship.

Talent Management and Team-Building

- Maintain a flexible leadership style that empowers staff through active communication and delegation, and promotes intra- and interdepartmental teamwork.
- Foster an environment of achievement and ensure staff accountability for excellence through clearly defined and measurable goals.
- Create a climate that promotes respect for others and acceptance of alternative ideas and approaches, as well as the highest ethical standards and practices. Embrace diversity as a strategic advantage.

QUALIFICATIONS

The ideal candidate will possess outstanding strategic thinking and communication skills as well as a strong conceptual understanding of the organization's mission and impact. S/he will have experience in a collaborative work environment, and must be comfortable in working across a large, complex organization, with hands-on responsibilities. The candidate must be results-oriented and able to work in a fast-paced, competitive environment.

For this critical role, OHEL seeks a seasoned development professional who is capable of clearly articulating the case for OHEL and raising both private and institutional funds to further the organization's mission and values. The new Chief Philanthropy Officer must be a persuasive communicator and excellent team player and builder. S/he must have a demonstrable and authentic commitment to the mission and strategic goals of OHEL.

- An established leader with at least 10 years of senior development experience, and with demonstrable achievements in departmental management as well as personal fundraising and broad knowledge of all areas of fundraising including individual major and planned giving, and foundation support.

- Creative, innovative, entrepreneurial and strategic inclinations.
- Demonstrated ability and experience building on an existing development program, including individual and institutional philanthropy, in such a way that has been a major step up.
- Proven ability to personally develop strategies, cultivate, solicit and steward major and institutional donors at significant six- and seven-figure levels. The ability to inspire high-net worth individuals and major foundations to financial leadership.
- Demonstrated experience training and working with executives, senior staff and board members in development-related activities, providing them with quality support and intelligence, and increasing their comfort with and success in fundraising.
- Success in increasing the effectiveness of development staff through established objectives, performance standards and quantifiable benchmarks.
- Strong interpersonal skills with the intellectual and emotional depth, maturity and collaborative skills to work effectively across the entire organization and all levels.
- A diplomatic problem solver who is able to build consensus and engender cooperation between lay leaders and professionals from the breadth of interests and perspectives in the community.
- Strong written and oral communication and flexibility to work in an active work environment.
- Strong management skills, both strategic and operational, and a demonstrated ability to build, manage, mentor and motivate a diverse and effective team.
- A strong work ethic, ability to maintain and model high personal, ethical and professional standards, as well as an outgoing and positive personality. A sense of humor and perspective.
- Ability and desire to work as part of a warm, compassionate and empathetic team.
- Familiarity with Jewish community structures and institutions; understanding of, and sensitivity to, the Orthodox community required
- A Bachelor's degree is required; an advanced degree is preferred.

COMPENSATION

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

FOR MORE INFORMATION, PLEASE CONTACT:

Steven J. Goldberg, *Consultant*

Sarah Waldbott, *Associate*

Natan Weissman, *Jr. Associate*

DRG – EXECUTIVE SEARCH CONSULTANTS

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TO APPLY:

Please submit a resume and cover letter.

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This position description is based upon materials provided by OHEL Children's Home & Family Services, an equal opportunity employer.