



PRIZMAH

Center for Jewish Day Schools

CHIEF DEVELOPMENT OFFICER

NEW YORK, NY

"An Exciting New Chapter for Jewish Day Schools"

OPPORTUNITY FOR IMPACT

The **Prizmah; Center for Jewish Day Schools** (Prizmah) leadership views the appointment of its new **Chief Development Officer** (CDO) as a unique and compelling leadership opportunity to be a principle architect of a development program that strengthens the Jewish community.

Prizmah 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 Development 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 support.

BACKGROUND AND MISSION

Prizmah; Center for Jewish Day Schools was founded in 2016, with a mission to transform the North American Jewish day school landscape. Prizmah provides day schools with tools to foster the educational excellence, financial vitality, and community support that will make day school education the first choice for Jewish families.

Five of North America's leading day school organizations - PARDES (Day Schools of Reform Judaism), PEJE (the Partnership for Excellence in Jewish Education), RAVSAK (Jewish Community Day School Network), Schechter Network and the Yeshiva University School Partnership (YUSP) came together to form a single, integrated North American Jewish day school organization to meet the diverse needs of Jewish day schools in fresh and innovative ways.

The new organization offers programs, services and networking opportunities to benefit the more than 375 Jewish day schools and nearly 100,000 students previously served by its founders. Prizmah works directly with schools, cohorts of schools, Jewish federations and individual professional and lay leaders to strengthen skills and build capacity in areas of teaching and learning, leadership, governance, affordability and school finances.

Prizmah's vision is of a thriving, passionate, engaged, and committed Jewish community – nurtured by Jewish day schools – for generations to come.

Additional information on Prizmah can be found on the web at <https://prizmah.org/>

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POSITION

The new **Chief Development Officer** will play an important, visible role for Prizmah and will work in close partnership with the CEO. With the CEO, strong and committed board members, and a dedicated professional staff, the CDO will lead the development efforts of Prizmah. The successful candidate will create an organization-wide culture of philanthropy and a development structure that reflects the values of a multi-denominational enterprise, while positioning the organization for success.

The CDO will lead Prizmah's development of key donor relationships and implement individual donor and foundation cultivation, solicitation and stewardship strategies to secure Prizmah's financial sustainability. As Prizmah grows, s/he will be responsible for raising \$6-9 million in philanthropy. The CDO will have the opportunity to build the institutional advancement team within Prizmah, currently anticipated to include 1-2 development staff. S/he will demonstrate past success in raising significant philanthropic revenues. S/he must be both an innovator and implementer of a vibrant culture of philanthropy, a creator of effective donor-centric development systems and demonstrate leadership.

The leadership seeks a candidate with an entrepreneurial approach who can thrive in a fast-paced environment creating both the development of a strategy and the execution of plans simultaneously. The CDO will report to, and work closely with, the CEO and serve on the senior management team.

KEY RESPONSIBILITIES

- Work with the CEO, board and professionals to lead, develop and implement a North American development strategy to increase the depth and breadth of foundation, individual donors and institutional support
- Create and support a culture of philanthropy that engages the CEO, the Board and professionals, and foster a collaborative, organization-wide team approach to development
- Promote Prizmah to new audiences and prospects to generate interest and support for the organization
- Refine and implement a strategic development plan for major donor prospects and a pipeline of smaller and mid-level donors
- With Prizmah's program and finance professionals, create and develop proposals for compelling funding opportunities
- Collaborating closely with the marketing team on all development-related marketing materials and communications
- Prepare and support the CEO, Board members and professionals, as appropriate, to cultivate and solicit major donor prospects
- Manage a personal portfolio of prospective major individual and foundation donors; maintain existing donor relationships and deepen those alliances through regular, relevant communications and stewardship
- Staff the Development Committee and work with the CEO to support Prizmah's Board
- Participate in identifying and recruiting new prospective board members, including creating a pipeline of new prospective lay leaders and committee members
- Develop clear expectations, processes, systems, metrics and performance measures to guide development goals and efforts
- Build and lead a dynamic group of professionals in a fast paced, quickly growing environment; maintain a flexible leadership style that empowers staff through active communication and teamwork
- Take on other assignments, as appropriate.

QUALIFICATIONS

This position requires a talented, entrepreneurial advancement professional, preferably with a national reach, who will relish the opportunity to participate in a startup culture, shape and implement a new organization's development strategy, and be part of a vibrant, collaborative leadership team.

The successful candidate for this position will bring:

- 5-10 years of experience with demonstrated major gift solicitation results, a successful track-record of leading the creation and growth of strategic development infrastructure and programs
- Successful experience as the partner to a CEO and board
- Demonstrated success in developing and executing a broad fundraising strategy (both short and long term)
- Experience using and measuring best practices in major gift and pipeline development
- Strong management skills, both strategic and operational, and a demonstrated ability to build, manage, mentor and motivate an effective team
- Strategic and nuanced thinking; creative, innovative, and strategic inclinations
- Well-honed written communications and public presentation skills
- Strong collaborative nature and skills, and a commitment to team results
- Ability to manage complex relationships and multiple priorities; outstanding diplomatic, negotiation and ambassadorial skills
- Deep understanding of the North American Jewish philanthropic landscape and demonstrated commitment to Jewish day schools and the Jewish future
- A strong work ethic, ability to maintain and model high personal, ethical and professional standards, as well as an outgoing and positive personality
- Great judgment and sense of humor, excellent listening skills, commitment to collegiality, and curiosity
- Willingness to travel 25%
- A Bachelor's degree is required; an advanced degree is desirable.

COMPENSATION

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

FOR MORE INFORMATION, PLEASE CONTACT:

Steven J. Goldberg, *Consultant*

Natan Weissman, *Junior 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 Prizmah; Center for Jewish Day Schools, an equal opportunity employer.