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# Hebrew Academy of Nassau County

## Director of Development

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### Overview and History

The Hebrew Academy of Nassau County (HANC) is an Orthodox, co-educational yeshiva day school that nurtures the many different facets of life in each of their students—the academic and intellectual, the moral and spiritual, and the communal. As an academic institution, HANC provides an exceptional education for its students, serving each student according to their individual talents and specific needs.

HANC was created in 1953 through dedicated efforts of Rabbi Meyer and Goldie Fendel and a small group of individuals. These HANC “founders” came together in unity to offer their expertise, skills, funds, and unconditional love to build the *Hebrew Academy of Nassau County*. With an initial enrollment of just 30 students in a small building, the seeds were planted. Today, HANC’s four campuses, located in Plainview, West Hempstead and Uniondale, serve more than 1200 students from nursery through high school who come from 50 communities throughout Long Island and Queens.

HANC seeks an experienced Director of Development to advance the mission of the school and achieve a \$1.4M annual fundraising goal as well as capital giving efforts. This position reports to and collaborates closely with the Executive Director, serving as a key member of the leadership team focused on guiding the school’s strategic development efforts. The ideal candidate will have 5-7 years of relevant nonprofit fundraising experience, preferably in a Jewish environment. The Director of Development will be charged with designing, implementing, and managing all fundraising activities.

### Key Responsibilities:

- Partner with professional and lay leadership to develop fundraising strategies, campaign plans, timelines and initiatives
- Oversee and manage fundraising for all HANC campuses; work closely with school leadership teams
- Manage all donor relationships; create and implement individualized solicitation, cultivation and stewardship plans; identify and cultivate a portfolio of prospective donors
- Supervise a development team of 2 – 3 members; work collaboratively with members of the team to develop events to engage and educate donors
- Oversee the strategy and planning of the HANC Annual Dinner
- Manage relationships with the Board and work with the Board Nominating Committee to identify and cultivate prospective Board members and volunteers; increase committee participation and involvement with fundraising efforts
- Build and oversee an alumni engagement program
- Supervise all logistics, marketing and volunteers for the Annual HANC Match Giving Campaign
- Create a culture of giving and an understanding of philanthropy within HANC
- Coordinate the development, design and distribution of the annual report
- Manage relationships with the HANC Business Office

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### Position Summary

Posted: 5/2021 Start Date: ASAP

Salary Range: \$100k-\$125k DOE

Location: West Hempstead, NY

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### Qualifications & Skills:

- Bachelor’s degree required
- 5-7 years professional fundraising experience
- Experience and comfort working with high-level donors and philanthropists
- Excellent written and verbal communication skills; highly organized
- Skilled at developing relationships with lay leadership and donors; motivating volunteers to meet goals
- Proven ability to secure gifts of \$5,000+
- Project management expertise; ability to prioritize multiple requests and meet deadlines
- Knowledge and understanding of the Long Island Jewish philanthropic community
- Goal-oriented and data-driven with strong follow-through
- Energetic team player with a positive attitude
- High level of comfort working with business technology including Microsoft Office Suite; experience with Raiser’s Edge preferred
- Ability to work evenings, weekends or irregular hours as necessary
- Strong understanding of Orthodox customs and philosophies
- Passion for Jewish education and the mission of The Hebrew Academy of Nassau County

To apply, please submit a resume & cover letter to **Jamie Perry, Evolve Giving Group:** [jamierry@evolvegg.com](mailto:jamierry@evolvegg.com)