

Director Development Hillel
Tufts University

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Posted May 15, 2024, set to expire Dec. 31, 2024

Job Title	Director Development Hillel
Department	
Institution	Tufts University Medford, Massachusetts
Date Posted	May 15, 2024
Application Deadline	Open until filled
Position Start Date	Available immediately
Job Categories	Director/Manager
Academic Field(s)	Student Affairs
Job Website	https://jobs.tufts.edu/jobs/20486?lang=en-us&iis=Job+Board&iisn=AcademicKeys
Apply By Email	
Job Description	

Overview

Tufts University Advancement Division is seeking a Hillel Development Director. The position reports to the Senior Director of Development for the School of Arts and Sciences and the Executive Director of Tufts Hillel.

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Tufts University Advancement Division (UA) is a comprehensive development and alumni engagement enterprise with a staff complement of approximately 200 full time employees. Units within UA include development/fundraising, alumni engagement, stewardship and donor relations, special events, gift processing, research and prospect management, gift planning, corporate and foundation relations, and information systems and management. UA's mission is to build strong relationships with Tufts University's constituents, match donor interests with the University's needs and priorities, and secure the financial resources necessary for Tufts to achieve excellence in teaching, research, and scholarship. The Division is strongly committed to serving the academic agenda of the University and creating a culture of philanthropy in the extended Tufts community. Integrity, collegiality, diversity, accountability, mutual trust, and respect for the individual, as well as the intentions of our donors, are the values that guide the work of the Division.

About Tufts Hillel:

Tufts Hillel is the hub of Jewish life on campus. There is a place for everyone at Hillel. We provide a warm, welcoming environment where students can dive deep into identity and religious practice; take part in fun events and celebrations; develop lifelong friendships; and work towards making the world a better place. Tufts Hillel invites all to engage their curiosity, energy, and intellect – and perhaps have the most meaningful experiences of their college years.

Tufts Hillel is proud of its student-led staff-supported model, with over 100 student leaders running dozens of events and programs ranging from social action to religious celebrations. Tufts Hillel directly engages more than two thirds of the 1200 Jewish students on campus. Tufts Hillel currently has a professional staff of 8 with plans to grow to 10.

About Hillel International:

In 1923, Rabbi Benjamin Frankel started Hillel with humble means, a noble mission and a breathtaking vision: to convey Jewish civilization to a new generation. Today, Hillel International continues to enrich the lives of Jewish students and is the largest Jewish campus organization in the world at more than 550 colleges and universities across North America and around the world. As Hillel evolves as an organization, the mission remains steadfast: to create lasting connections with students that foster an enduring commitment to Jewish life, learning, and Israel and train them to become the next Jewish leaders.

Tufts Hillel is affiliated with Hillel International. Hillel International enriches the lives of Jewish students so they may enrich the Jewish people and the world and envisions a world where every student is inspired to make an enduring commitment to Jewish life, learning and Israel.

What You'll Do

The Hillel Development Director will design and implement a multi-year strategic development plan to raise the funds necessary to support Tufts Hillel's mission and vision, with a focus on continually growing annual support from Tufts and Hillel alumni, parents, and friends. They should enjoy working in a dynamic and fast paced environment, should be curious, flexible, and have the ability to meaningfully and genuinely engage both internal and external Hillel stakeholders as a compelling advocate for Hillel's mission. Working closely with professional colleagues in Hillel and University Advancement they will manage and grow all aspects of a \$875,000 annual fund program, including mail and email as well as face-to-face leadership level gift solicitations.

The Hillel Development Director must work to maintain collaborative and team-oriented relationships with colleagues in University Advancement, including annual and major gift officers, The Parents Giving Program, Gift Planning officers, and others. They will also need to work closely and collaboratively with their colleagues on Tufts Hillel staff and field-based

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colleagues at Hillel's Schusterman International Center. The Hillel Development Director supports the Executive Director of Tufts Hillel on fundraising efforts and on work with the Tufts Hillel Board.

Essential Functions:

- Develops and implements a Tufts Hillel fundraising marketing and communications plan, with a focus on increasing donor count and revenue, in collaboration with the Executive Director of Tufts Hillel and the Senior Director of Development.
- Identifies, and directly engages, cultivates, solicits, and stewards a portfolio of donors and prospects that have a capacity and interest in supporting Tufts Hillel with gifts of \$1,000 or more.
- Collaborates closely with colleagues in various units within University Advancement, including the School of Arts & Sciences, and School of Engineering development officers, the Annual Fund, and Advancement Gift and Information Services, to support the Tufts Hillel fundraising program.
- Collaborates closely with colleagues on the Tufts Hillel staff.
- Develops relationships with student leaders to gain a firsthand understanding and appreciation of the work they do and how Hillel positively impacts their lives.
- Represents Tufts Hillel at on-campus and off-campus events.
- Supports the Executive Director on all fundraising efforts.

What We're Looking For

Basic Requirements:

Knowledge and experience typically acquired by:

- Bachelor's degree and a minimum of 5-7 years of related or transferable experience.
Advanced interpersonal and relationship building skills.
- Excellent verbal, written and presentation skills.
- Exceptionally well organized.
- Depth and breadth of knowledge and experience in philanthropy, along with success in innovating and growing a program.
- Proven track record of structuring proposals and securing annual fund leadership gifts.
Interest and knowledge of Jewish life.

Preferred Qualifications:

- Proven track record in managing all aspects of an annual fund program, as well as personal solicitation of prospects for gifts ranging from \$1,000 - \$100,000.



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Pay Range

Minimum \$112,500.00, Midpoint \$140,650.00, Maximum \$168,800.00

Salary is based on related experience, expertise, and internal equity; generally, new hires can expect pay between the minimum and midpoint of the range.

Contact Information

Please reference Academickeys in your cover letter when applying for or inquiring about this job announcement.

Contact

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