



Yad Vashem USA Foundation
National Director of Philanthropy
New York, NY

Background

Yad Vashem's mission is to lead the documentation, research, education, and commemoration of the Holocaust, and to convey the chronicles of this singular Jewish and human event to every person in Israel, to the Jewish people, and to every significant and relevant audience worldwide.

The recent establishment of Yad Vashem USA Foundation (YVUSA) was driven by that mission and to address the challenges we face as we prepare to enter an era with no more Holocaust survivors among us. This new reality requires new ways of engaging communities around the United States in Holocaust awareness and education, which requires Yad Vashem to initiate organizational renewal, financial stabilization, and updated development plans to ensure that its message of Holocaust remembrance resonates for generations to come. By taking direct responsibility and oversight for all its activities worldwide, Yad Vashem aims to enhance its global content and distribution, increase efficiency in fundraising, and maintain its operational strength and sustainability for the future.

Position

Yad Vashem USA Foundation (YVUSA) seeks a dynamic, outcome driven, and entrepreneurial leader with demonstrated success as a fundraising strategist, major gift solicitor, and team supervisor to serve as its inaugural National Director of Philanthropy. Working closely with Yad Vashem's Israel-based Director of United States Desk, the National Director of Philanthropy will be a unique, compelling, and critically important role for a top-tier executive to help advance next-generation Holocaust education and continued impact throughout the world, as spearheaded by Yad Vashem.

The National Director of Philanthropy will join YVUSA at an exciting moment of transition and will have the unique opportunity to chart a new course for organizational growth. As part of this new role, the National Director of Philanthropy will develop strategies to raise the overall competitive position with existing donors of Holocaust research, scholarship, and education (as spearheaded by Yad Vashem), and to design and drive initiatives that enable the organization to tap into new segments of the donor marketplace. A significant focus will be directed towards developing major donor relationships and implementing individual donor and foundation solicitation and stewardship strategies. The National Director of Philanthropy will guide fundraising programs and activities that strengthen and expand the organization's visibility and brand and will work closely with counterparts in Israel to plan and implement high impact, successful fundraising initiatives.

Responsibilities

- Represent Yad Vashem in the United States and raise its profile across the country and connecting interested individuals and foundations with its shared vision, mission, and work.

- Advise Yad Vashem on how and where to strategically engage in the United States.
- Expand the US donor base and identify and build relationships with existing and new donors across denominations, generations, and geographies and serve as a conduit between US-based donors and Yad Vashem and its shared mission.
- Identify, develop, and recommend to Yad Vashem high-potential partnerships that could support and enhance advancement of fund development and US engagement strategies.
- Work closely with Yad Vashem's Projects Department to develop, implement, and leverage compelling programs of interest to US donors and which US donors can support.
- Oversee the provision of logistical support for the implementation of fund-development-related Yad Vashem events and programs within the United States.
- Identify and facilitate opportunities for Yad Vashem leadership to connect with US donors, both in Israel and the United States, and for US donors to visit Yad Vashem in Israel.
- Collaborate with Yad Vashem to design, plan, and connect US donors with Mission opportunities; build and nurture long-term relationships with Mission participants and other returning visitors to Yad Vashem as they forge and deepen their connection to Yad Vashem and its work.
- Advise Yad Vashem on engagement priorities, communication priorities, and messaging tailored to the US community; support Yad Vashem communications efforts as needed.
- Initially identify and connect with individuals who have made bequests either directly to or intended to benefit Yad Vashem, providing support as necessary to update individual bequests. Over time, develop and implement a planned giving strategy and the infrastructure to support a full range of planned giving options.
- Support and engage the YVUSA Board of Directors; collaborate with Yad Vashem in its efforts to build and support US and international honorary and advisory bodies linked to fund development and fund development priorities.
- Build and nurture the structure, infrastructure, and organizational culture needed to succeed in achieving Yad Vashem's goals for US presence and fund development.
- Build and sustain meaningful relationships with Yad Vashem professionals through Yad Vashem's US Desk and back-office teams.

Qualifications

- Passion for Yad Vashem's vision and mission.
- Demonstrated success developing and implementing strategic plans and tasks with clear goals, objectives, and measurement tools.
- Demonstrated success in fundraising, and broad knowledge of all areas of fundraising including individual major gifts, planned giving, events, and foundation support.

- Deep understanding of the philanthropic landscape in the United States, and familiarity with Jewish community structures and institutions.
- Experience working with Israel-based philanthropic organizations.
- Ability to learn and gain deep understanding of a diverse range of programs and their impact to meaningfully engage philanthropic support. Proficiency in articulating programmatic impact to prospective donors.
- A successful track record with major gift solicitation in the six and seven figure range.
- Strong interpersonal skills. Collaborative, team-driven nature with the ability to partner internally with cross-functional teams and externally with Yad Vashem partners.
- Excellent attention to detail, responsiveness, and creative problem-solving skills.
- Strong written and verbal communication skills, with an emphasis on the ability to persuade and influence others around ideas, decisions, and financial support.
- Strong leadership, management and supervision skills that include the ability to inspire, influence, and hold a team accountable to high standards and goals.
- Experience with budgeting and financial oversight.
- Experience partnering with a team to create an effective and innovative marketing and communications plan.
- A dedicated spirit and commitment to the work of Yad Vashem.
- Willingness to travel nationally and to Israel.

Salary

The starting salary for this position is \$300,000 and can be adjusted based on experience.

To apply for this position, please click [HERE](#).

Dara Klarfeld, CEO
dklarfeld@drgtalent.com

Tani Weissman, Principal
tweissman@drgtalent.com

Nina Cogan, Talent Consultant
ncogan@drgtalent.com

Sarah Skrovan, Senior Associate
sskrovan@drgtalent.com