



Associate Vice President, Resource Development  
American Technion Society  
New York, NY  
[www.ats.org](http://www.ats.org)

**This position is based in Chicago (or Florida).**

*Send Nominations or Cover Letter and Resume to:*

Jill Lasman

Senior Vice President

or

Wendy Lazar

Search Director

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[AmericanTechnion@LLLSearches.com](mailto:AmericanTechnion@LLLSearches.com)

## ***The Opportunity:***

LOIS L. LINDAUER SEARCHES is proud to partner with the American Technion Society (ATS) in its search for the position of Associate Vice President, Resource Development (AVP). Based in Chicago (or Florida), the American Technion Society provides critical support to the Technion – Israel Institute of Technology, ranked among the world’s leading science and technology universities.



Reporting to the Senior Vice President, Resource Development, the Associate Vice President will create and execute a comprehensive fundraising strategy to broaden the reach and magnitude of the Central hub, one of the institution’s largest and most lucrative territories, comprised of key states including Illinois, Florida, Texas, Michigan, Ohio, Georgia, Minnesota, and the Carolinas. With a history of raising more than \$2B since

ATS's inception in 1940, the Associate Vice President will join an operation that is poised for significant growth as the organization plans for its future and next ambitious campaign.

The incoming AVP benefits from working closely with two highly successful fundraising professionals, both bringing extraordinary experience leading teams at some of the country's top fundraising operations. Jeffrey Richard, ATS's Executive Vice President, brings 20 years of experience from higher education and the Jewish Communal fundraising world, most recently serving as vice president for university development at Columbia University, where he played a major role in its \$6B campaign. In 2014, David Doneson was recruited from the University of Michigan, where he was director of development for the University of Michigan Health System, to oversee and restructure ATS's national fundraising operation in his current role as Senior Vice President, Resource Development.

In partnership with senior leadership, the incoming AVP will play a critical role in elevating the existing fundraising operation at ATS. Ideally, s/he has a sophisticated and strategic approach to major and principal gifts fundraising, bringing a proven track record from an institution that subscribes to deliberate and methodical top-industry practices.



The mission and focus at ATS is global with groundbreaking research at its core destined to capture the attention of donors interested in supporting scientific, technological, and medical advances at Technion that benefit the world. For individuals who are passionate about Israel, the Associate Vice President position is a unique opportunity to blend one's vocational expertise with a personal desire to play a role in the continued economic success and support of Israel.

## **Position Overview – Associate Vice President, Resource Development**

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### ***Basic Functions:***

- Reporting to the Senior Vice President, Resource Development (SVP), the AVP will manage a fundraising team of seven or more fundraisers based in key cities within the hub.
- The AVP, Resource Development will be responsible for developing comprehensive fundraising plans for his/her areas of management in partnership with the SVP.
- The AVP will execute targeted fundraising to achieve defined regional goals. S/He will identify and cultivate donors and implement targeted solicitation strategies designed to increase the donor base and close gifts.

- The AVP will be a member of the SVP's leadership team.

### **Essential Functions:**

- Deploy resources to maximize the philanthropic potential of the entire region or area of management. Work with SVP in development of strategic annual and long-term fundraising plans and evaluate progress to goals.
- Hire, train, coach, support, monitor, and evaluate frontline fundraising team.
- Foster relationships with key ATS and Technion partners in areas of strategy, prospect development, proposal development, stewardship, etc.
- Manage a portfolio of prospects with capacity to give \$1M+. Engage in direct and systematic prospect identification, cultivation, solicitation, and stewardship of high-net-worth individuals.
- Determine and direct effective lay leadership strategies to build and leverage volunteer leadership throughout the region.
- Work with SVP to operationalize new prospect management system. Develop the appropriate level of internal communication, reporting, and tracking of results.
- Manage budget for respective geographical area.
- Build and facilitate philanthropic capacity by maintaining collaborative relations with other organizations.

### **Position Requirements:**

- Significant experience leading and growing successful fundraising functions, including building strategies to strengthen and increase funding from a diverse range of sources.
- Excellent decision-making skills and the ability to implement fundraising strategies.
- Ability to thrive in a fast-paced and collaborative environment, as well as an interest in advancing ATS's fundraising function to be even more strategic, innovative, and results-oriented.
- Strong communication skills, including experience in presenting and public speaking.

## **Overview of Technion – Israel Institute of Technology**

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Technion – Israel Institute of Technology is a major source of the innovation and brainpower that drives the Israeli economy, and a key to Israel's renown as the world's "Start-Up Nation." Its three Nobel Prize winners exemplify academic excellence. Technion people, ideas and inventions make immeasurable contributions to the world including life-saving medicine, sustainable energy, computer science, water conservation and nanotechnology. The Joan and Irwin Jacobs Technion-Cornell Institute is a vital component of Cornell NYC

Tech, and a model for graduate applied science education that is expected to transform New York City's economy.

American Technion Society donors provide critical support for Technion—more than \$1.95 billion since its inception in 1940. Based in New York City, ATS and its network of chapters across the U.S. provide funds for scholarships, fellowships, faculty recruitment and chairs, research, buildings, laboratories, classrooms and dormitories, and more.

Companies including Google, Microsoft, IBM, Qualcomm, Yahoo!, Hewlett-Packard, and others established their operations near — or even on — campus where they can take advantage of Technion's research power and outstanding graduates. In an August 2013 report by *Bloomberg Rankings*, Technion was named one of the "Top 10 Colleges for Tech CEOs." Technion (tied for #7) is the only university outside of the U.S. on the list.

To focus interdisciplinary efforts on research in priority subjects, Technion — with funding from the American Technion Society — has established a growing network of research centers in such fields as nanotechnology, energy, water, life sciences, autonomous systems, aerospace, software, and neuroscience.

Founded in 1912, Technion is Israel's oldest institution of higher learning. As such, it has been closely linked with the country's development, providing the education and expertise that built its infrastructure, created its military might, and turned the desert into orange groves. Today, it is Israel's primary source for the scientists, engineers, and applied research that drive its technology-based economy and secure its citizens against terrorism.

Technion's influence is known the world over, and a growing number of universities, municipalities, and businesses are eager to partner with it. One that speaks volumes about Technion's reputation is its partnership with Cornell University to create a new applied science educational institution in New York City. At the very heart of this initiative is the Joan and Irwin Jacobs Technion-Cornell Innovation Institute (JTCII), which offers a dual Master's degree from both universities, and which is expected to help create tens of thousands of jobs and businesses.

Another prime example of Technion's burgeoning global influence is its joint venture with Shantou University to build a new academic facility in China called the Technion Guangdong Institute of Technology (TGIT). This partnership is viewed by many as part of the broader movement of globalization now sweeping the academic world.

As Israel's center for high-technology education and research, Technion is central to the nation's economic progress. As the premier institute of its kind in the region, Technion breakthroughs can benefit all the nations of the Middle East.

And as a world-class research university, Technion helps advance the frontiers of science and technology to benefit people around the world.

## ***Technion's Global Outreach:***

Today, Technion is becoming a tremendous bridge of scientific and technological progress between East and West, North and South. The core of this progress is found in world-class infrastructure and laboratories, the excellence of faculty, and above all, in the wellbeing and support of each and every Technion student.

In September 2013, a memorandum of understanding was signed for the establishment of the Technion-Guangdong Institute of Technology (TGIT), opening a new era of research and innovation in science, engineering, and life sciences in China with a joint venture between Israel Institute of Technology and Shantou University (STU). TGIT — sponsored by the Li Ka Shing Foundation (LKSF) with a \$130M grant to Technion — will represent unprecedented cooperation between the People's Government of Guangdong Province and Shantou Municipal Government, Technion, and STU. The establishment of the innovation center, connecting industries in Guangdong with Israel's technological creativity, will bridge Israeli technology into China and promote joint research and innovation.

Additionally, over the next several years, a two million square foot build-out spanning 12 acres on New York's Roosevelt Island will be completed, housing the Joan and Irwin Jacobs Technion-Cornell Innovation Institute. The Institute is a vital component of Cornell NYC Tech, and a model for graduate applied science education that is expected to transform New York City's economy, furthering its future as the technology capital of the world. Through Technion's international partnership with Cornell Tech, this sustainable and innovative academic building will take its cue from the tech world by offering open-plan space and extensive collaborative work areas. The phase one academic building, if completed today, would be the largest net-zero energy building in the eastern United States, with all of its power generated on campus.

Technion's New York and China projects have provided it with international visibility and exposure. In the interest of enhancing its global outreach, it has also signed strategic agreements this year with the French École Polytechnique, the University of Waterloo in Canada, and with the Hong Kong University of Science and Technology.

## ***Technion Breakthroughs:***

Some of the world's most significant breakthroughs come from Technion, opening new frontiers and creating novel products for the benefit of mankind.

### **Computer Science:**

Technion faculty of Computer Science is ranked among the best in the world. If you rely on a computer, it is very likely that your processor was developed by Technion graduates working at companies such as Intel. Your online communications are, for the most part, made possible by the Lempel-Ziv algorithm, named for the two Technion professors who discovered a way to compress data. A Technion graduate also developed the underlying technology for flash drives.

### **Environmental Engineering:**

Technion is a leader in the green technologies that help solve the enormous environmental challenges facing our world. In Israel, the lack of natural resources has led to innovations that help provide clean water and air, alternative energy sources, and conservation. If you live in an arid region, your drinking water may be derived from desalination methods developed in part at the Technion Grand Water Research Institute. Considering an electric or alternative fuel vehicle? That, too, may be powered by technology created by Technion researchers or graduates of the Grand Technion Energy Program.

### **Defensive Technologies:**

Technion helps keep Israel — and the world — secure. Technion researchers and graduates are constantly developing new technologies that aid in national defense, thwart terrorist attacks on civilians, and save lives in Israel and throughout the world. Notably, the Iron Dome anti-missile defense system was developed mainly by Technion graduates at Rafael Advance Defense Systems, Ltd.



### **Medical Research:**

Technion researchers have transformed basic science into life-changing applications. The intersection of engineering and medicine at the Lorry I. Lokey Interdisciplinary Center for Life Sciences and Engineering has helped lay the foundation for a thriving medical device industry in Israel. If you suffer from cancer, heart disease, or Parkinson's disease, it's possible that at least part of your treatment was developed at Technion. Velcade, for the treatment of cancer, and Azilect, for the treatment of Parkinson's, were invented by Technion scientists.

## Nanotechnology:

Considered futuristic a just a few years ago, nanotechnology — in which scientists utilize nano-sized objects measuring less than 1/100,000 the width of a human hair — today is showing great promise in areas such as medicine, materials science, and defense technology. Technion's Russell Berrie Nanotechnology Institute is a world leader in nanotechnology research, having made seminal discoveries in the field.

## American Technion Society - A Fundraising Pacesetter

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In 1924, Albert Einstein became chairman of the world's first Technion Society in Germany. Today there are 17 Technion Societies around the world. The American Technion Society — the largest — was launched by a group of visionary entrepreneurs and scientists that included Albert Einstein. The New York City-based organization has some 20,000 supporters — served by regional and chapter offices around the country.

To ensure Technion's continued excellence and growth, ATS has been steadily increasing its fundraising campaigns. After completing a three-year campaign in 1999 that raised \$210M, it extended that campaign to the 10-year, \$750M *Shaping Israel's Future* campaign, completed in 2006. The campaign was extended once again to \$1B, and successfully completed in 2010, despite challenging economic conditions. In October 2012, ATS announced a six-year, half-billion dollar fundraising campaign titled *Innovation for a Better World* to support Technion in its quest to build academic excellence and create a smarter, healthier, and safer world. Nearly \$240M of the fundraising goal was raised during the campaign's three-year "quiet" phase. In 2015, the campaign concluded ahead of schedule, raising \$520M. Leadership is currently in the silent phase of its next endeavor, expected to be historically ambitious for the institution.

On the University's campus on Mount Carmel in Haifa, the American Technion Society's supportive presence is clearly visible in a vast network of buildings, laboratories, classrooms, libraries, dormitories, and recreational facilities, as well as in numerous research and academic projects.

These include multidisciplinary research centers that focus on cutting-edge fields such as water, energy, nanotechnology, life sciences and robotics; scholarships, fellowships, academic chairs, and lectureships; dormitories; the Samuel Neaman Institute for Advanced Studies in Science and Technology, the Middle East's leading think-tank; and a business incubator that turns Technion innovations into successful companies.

ATS offers supporters many opportunities to participate in the University's achievements. On missions or field trips to Technion, they meet students whose scholarships they support and professors whose chairs they endow, see the teaching and research they fund in action, and in their business applications in the marketplace.

Governed by a national Board of Directors whose officers are elected by the membership, ATS is directed by Jeffrey Richard, Executive Vice President. Scott Leemaster is National President and Joel S. Rothman is Chairman of the Board. Many members are actively involved in expanding the organization's base, developing new leaders, and enhancing fundraising.

## Leadership

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**Jeffrey Richard**  
*Executive Vice President*  
*American Technion Society*

Mr. Richard, a fundraising professional with more than two decades of top-level experience in the field, previously served as vice president for university development at Columbia University, where he played a major role in Columbia's \$6B campaign. He served previously as Columbia's deputy vice president for professional schools and programs, preceded by four years as associate dean for development and alumni relations at Columbia's Graduate School of Journalism.

In addition to his work at Columbia University, Mr. Richard served as director of development at the New York University School of Continuing and Professional Studies, where he was responsible for implementing a comprehensive campaign and successfully increasing revenue from major gift philanthropists.

Prior to his work in higher education development, he spent a number of years in the Jewish communal world as the national coordinator for major gifts for the United Jewish Communities, and as associate director of development and annual campaigns at the Combined Jewish Philanthropies in Boston. Jeff is active in his community as a trustee of the Hebrew Institute of Riverdale; a board member of the Heller School Alumni Association at Brandeis University, his alma mater; and is a Development committee member of RAVSAK: Jewish Community Day School Network. He also served on the board of directors of the Hillel Foundation at Tufts University.

Mr. Richard received a Bachelor's degree in political science from Tufts University. He also received a Master of Management from the Heller School for Social Policy and Management, and a Master of Arts from the Hornstein Program in Jewish Communal Service at Brandeis University. He was awarded the Jane Addams Fellowship at the Indiana University Center on Philanthropy. He was also recognized with a number of awards and scholarships.



**Dave Doneson**  
***Senior Vice President, Resource Development***  
***American Technion Society***

Over the course of Mr. Doneson's career he has built from scratch, rebuilt, or reengineered fundraising operations multiple times. While the specifics of each situation called for different solutions, he has had much success understanding that they all share a common starting point: Each organization needs to approach its operations and assumptions with fresh eyes and a new found sense of freedom.

Prior to joining ATS, he acted as director of development for the University of Michigan Health System from 2012-2015. There, Mr. Doneson managed, developed, and coached a team dedicated to major gifts fundraising in support of the Frankel Cardiovascular Center (CVC) and the Kellogg Eye Center. During his years with the University of Michigan, Dave successfully increased fundraising production and closed the second largest gift in the Frankel CVC's history.

Mr. Doneson has served in many roles during his time at the University of Michigan, including regional director of development and alumni relations, and director of major gifts. Dave has also held outstanding roles with The Dioditus Group, The Shalem Center, and Eli Lilly and Company.

Mr. Doneson holds a Bachelor of Business Administration with Distinction from the University of Michigan Ross School of Business (2001-2003). He attended Yale University (1993-1994), during which he took a leave of absence to visit Israel, and previously attended the Phillips Academy (1990-1993), graduating with Honors in English, Greek, and Music.

Mr. Doneson has honorably served for the Israel Defense Force (1997-1999) as a Sergeant, Armor Corps, in the Elite 188th Lightning Division Tank crewmember.

## ***Background Checks:***

Prior to submitting your resume for this position, please read it over for accuracy. LLLS does verify academic credentials for its candidates, and our clients frequently conduct background checks prior to finalizing an offer.

**To learn more, call  
Jill Lasman, Senior Vice President  
or Wendy Lazar, Search Director  
at  
617-262-1102  
or send nominations or cover letter and resume to  
[AmericanTechnion@LLLSearches.com](mailto:AmericanTechnion@LLLSearches.com).  
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