



AMERICAN  
TECHNION  
SOCIETY

## Senior Director of Development American Technion Society

New York, NY

<https://ats.org/>

*Send Nominations or Cover Letter and Resume to:*

Wendy Lazar

Senior Consultant

617-262-1102

[wlazar@LindauerGlobal.com](mailto:wlazar@LindauerGlobal.com)

## The Opportunity

---

Reporting to the Chief Development Officer, the Senior Director of Development will play a central role in leading ATS philanthropic activities in New York City. The incumbent will represent the Technion and ATS to many of its stakeholders in the largest Jewish Community in the United States. The Senior Director will also manage/mentor a staff of four, and build a New York-based fundraising portfolio comprised of donors/prospects capable of gifts at the \$100,000+ level. The primary focus area will be in metro New York City, yet engagement with other key communities in the region, and nationally, will be expected.

In partnership with the Chief Development Officer., the Senior Director of Development will collaboratively develop and implement a high-level fundraising strategy in New York City, while developing his/her assigned portfolio of prospects and donors. The Senior Director of Development will also play a role in managing the New York office, including hiring and supervising a current team of six. The Senior Director of Development will be a key member of the Executive Director's development team and will collaborate with colleagues across the ATS (regionally and nationally) to achieve key ATS goals.

With the largest Jewish population in the United States and a growing technology sector that values creativity and innovation, the New York metropolitan area is poised for tremendous philanthropic growth. For individuals who are also passionate about Israel, the Senior Director of Development position is a unique opportunity to blend one's fundraising expertise with a personal desire to play a role in the continued economic success and support of Israel.



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 Senior Director 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 – Senior Director of Development

---

### ***Responsibilities:***

Duties include, but are not limited to, the following:

- Partner with the Chief Development Officer to manage the American Technion Society's presence in New York City.
- Develop and grow American Technion Society's donor base of individuals and foundations capable of giving \$100,000 or more.
- Develop and manage a portfolio of 50-75 prospects, many of whom will be high priority potential donors.
- Oversee a team of three frontline staff and one support staff.
- Engage in direct and systematic prospect identification, cultivation, solicitation, and stewardship of high-net-worth individuals.
- Advance the presence of the American Technion Society around high-value activities that further interaction with high-net-worth prospects and be seen as the key figure representing the Technion in these circles.
- Work with the CDO in development of strategic annual and long-term fundraising plans and evaluate progress to goals.
- Partner with fundraising staff around their programmatic activities that develop the ATS pipeline and engage new donors by participating in their events.
- Foster relationships with key ATS and Technion partners in areas of prospect development, proposal development, stewardship, etc.
- Implement effective lay leadership strategies to build and leverage volunteer leadership throughout the territory/portfolio.
- Adhere to assigned budget to ensure effective stewardship of ATS resources to realize organizational goals.

- Utilize the ATS database to maintain accurate records of all donor interactions, individuals' programmatic interests, trends in giving, and type of support to solicit.
- Local travel may also be required.

## **Qualifications/Skills:**

- BA/BS required; Master's degree preferred.
- At least eight (8) years of fundraising experience in a higher education, research, or advocacy organization, or in a setting that advances science and technology, including a demonstrated track record in securing major gifts.
- Team spirit, entrepreneurial mindset, and sense of humor are a must.
- Knowledge of the New York philanthropic market, and demonstrated success cultivating and personally soliciting charitable gifts for existing and new constituencies.
- Ability to understand and effectively communicate Technion's unique role in Israel and within the Israeli technology industry with clarity and a demonstrated passion for the organization's mission.
- Excellent decision-making skills and demonstrated ability to independently implement fundraising strategies.
- Entrepreneurial and self-motivated. Skilled at operating at a high level, creating solutions and making sound decisions in a complex, yet collaborative and supportive environment.
- Excellent verbal and written communication skills.

## **Development Overview**

---

The Technion is the world-class institution it is today due in large part to the American Technion Society (ATS) and its donors. Since the ATS was founded in 1940, donors to the American Technion Society have given more than \$2.5 billion in support of the Technion, most of which was raised during the past decade. ATS donors have a profound effect on the Technion. They provide critical support to Technion students, researchers, and facilities through various giving opportunities.

To ensure Technion's continued excellence and growth, ATS has been steadily increasing its fundraising campaigns and is currently in a \$1.8 billion campaign. Click [here](#) to watch a video about the Technion Global Campaign: *From Visionary Education to a World of Impact*.

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

---

For more than a century, [the Technion-Israel Institute of Technology](#) has pioneered in science and technology education and delivered world-changing impact. Proudly a global university, among the world's top ten in its field, the Technion has long leveraged boundary-crossing collaborations to advance breakthrough research and technologies. Its three Nobel Prize winners exemplify academic excellence.

The Technion, located in Haifa, has earned a global reputation in many fields, including biomedical engineering, nanotechnology, energy, communication technology, and aerospace. It has given the world such pioneering technologies as efficient water recycling and desalination, effective anti-terror technologies, algorithms that undergird all our Internet communication, drugs that treat cancer and slow neurodegenerative diseases, and breakthroughs in sustainable energy.

Technion graduates founded or lead more than half of Israeli companies on Nasdaq, as well as 30 of its 100 largest companies. MATAM, the country's largest and most established industrial park for high-tech companies, is located near the Technion to take advantage of its research power and talented graduates.



The 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 the Technion's reputation is its partnership with Cornell University to create Cornell Tech, an applied science educational institution in New York City. At the very heart of this initiative is the [Joan and Irwin Jacobs Technion-Cornell Institute](#) (Jacobs Institute), 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 the Technion's burgeoning global influence is its joint venture with Shantou University to build a new academic facility in China called the Guangdong Technion Israel Institute of Technology (Guangdong Technion). This partnership is viewed by many as part of the broader movement of globalization now sweeping the academic world.

Now with a presence on three continents, the world-class research university will prepare the next generation of innovators. Technion people, ideas, and inventions make immeasurable contributions globally, innovating in fields from cancer research and sustainable energy to quantum computing and computer science to advance the frontiers of science and technology to benefit people around the world.

[Visit the Technion YouTube page.](#)

## American Technion Society

---

The American Technion Society supports visionary education and world-changing impact through the Technion-Israel Institute of Technology. Based in New York City, ATS represents thousands of U.S. donors, alumni, and stakeholders who invest in the Technion's growth and innovation to advance critical research and technologies that serve the State of Israel and the global good. Over more than 75 years, its nationwide supporter network has funded new Technion scholarships, research, labs, and facilities that have helped deliver world-changing contributions and extend Technion education to campuses on three continents.

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.

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.

## ***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's 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.

### ***Background Checks:***

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

To learn more, call  
Wendy Lazar, Senior Consultant at  
617-262-1102  
or send nominations or cover letter and resume to  
[wlaraz@LindauerGlobal.com](mailto:wlaraz@LindauerGlobal.com).  
All inquiries will be held in confidence.



*Setting the Standard in Nonprofit Talent*

LINDAUER  
420 Boylston Street, Suite 604, Boston, MA 02116  
617-262-1102  
[www.LindauerGlobal.com](http://www.LindauerGlobal.com)