



## AMERICAN FRIENDS OF THE HEBREW UNIVERSITY

Senior Development Executive  
American Friends of The Hebrew University of Jerusalem  
Chicago, IL  
<https://www.afhu.org/>

*Send Nominations or Cover Letter and Resume to:*

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Senior Consultant  
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### ***The Opportunity:***

American Friends of The Hebrew University (AFHU) was founded in 1925 by the American businessman and philanthropist, Felix M. Warburg. A national, nonprofit 501 (c) (3) organization headquartered in New York City, AFHU raises awareness of and support for The Hebrew University of Jerusalem, Israel's research powerhouse and most comprehensive institution of higher learning.

Through the philanthropic leadership of American Friends from coast to coast, AFHU helps the University to recruit and retain outstanding faculty, build teaching and research facilities, provide scholarships and fellowships, and advance basic



and applied research in myriad vital fields. AFHU's national and regional programs, events, and missions to Israel promote greater appreciation of The Hebrew University of Jerusalem's breadth and scope of



achievements, and the University's pivotal role in educating leaders for the State of Israel. By nurturing Israel's greatest natural resource — the intellectual strength of its people — AFHU helps Hebrew University to improve human health, lead the way with agricultural innovation, spearhead the latest breakthroughs in brain sciences, and illuminate the world through the humanities.

The Senior Development Executive will be located in AFHU's Midwest regional office, headquartered in Chicago, and covering 11 states in the Midwest. The region has a committed and active 35-member board. In FY 2016, the Midwest region raised over \$4M, and AFHU nationally raised \$55M. In addition to a number of smaller fundraising and educational events, the Midwest region hosts at least one major fundraising event a year. For individuals who are passionate about Israel, the position of Senior Development Executive offers the opportunity to ensure that this groundbreaking institution continues to thrive.

## Position Overview – Senior Development Executive

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Reporting to the Executive Director of the Midwest Region, the Senior Development Executive will be a highly accomplished major gift fundraiser who is committed to the mission and future of AFHU. This position will require a wide range of fundraising skills including: major gift cultivation, stewardship and solicitation of major gifts donors (\$25,000+), foundation relations, fundraising event management, and planned giving.

### ***Responsibilities of the Senior Development Executive:***

- The Senior Development Executive will effectively identify and manage a major gift portfolio and establish a prospect solicitation pipeline across the region.
- In addition to establishing and maintaining a personal portfolio of current and prospective donors, this position will also be charged with developing an alumni plan, and growing the organization's planned giving donor base for the Midwest regional office.
- In concert with the Executive Director, the Senior Development Executive will also be responsible for identifying and cultivating lay leaders for leadership roles, both regionally and nationally.

- As a key member of the Midwest development operation, the Senior Development Executive will also conceptualize new and exciting programs for outreach to expand the donor base.

### ***Traits and Characteristics:***

- The Senior Development Executive will be an ambitious and motivated development professional who values a results-driven and highly collaborative work environment.
- She/he will be able to establish strong, interpersonal relationships with academic leaders at Hebrew University, donors, and AFHU staff, both regionally and nationally.
- The successful candidate will be innovative, tenacious, and motivated to take on new challenges.
- Outstanding interpersonal skills, including the ability to effectively represent the organization's development interests to both internal and external constituencies, are required.
- Additionally, excellent written and oral communication skills are a necessity. The Senior Development Executive should have the ability to present a compelling and inspiring story that generates enthusiasm and support.
- Working in concert with the development team to achieve philanthropic goals and build a case for support in the Midwest, the Senior Development Executive must have a genuine interest in the mission of AFHU and Hebrew University and be able to communicate passionately about the University and the need for support.
- The ability to balance a personal portfolio while also managing other projects is essential.
- A high level of integrity and initiative is required.

### ***Career Path:***

- The Senior Development Executive will have at least seven years of successful fundraising experience within a Jewish communal, higher education, or other results-oriented setting.
- Demonstrated success in identifying, qualifying, and soliciting major gifts from individuals and foundations is required.
- In addition to having significant experience with fundraising event management, experience with planned giving and foundation relations is preferred.

### ***Education:***

- A Bachelor's Degree is required; an advanced degree would be a plus.

## Compensation:

- The position offers a competitive salary and a comprehensive benefits package.

## American Friends of The Hebrew University (AFHU)

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AFHU is a United States based nonprofit 501(c) (3) organization. Through volunteer and professional leadership, AFHU provides financial resources from the United States in support of the academic, research, and service programs of Hebrew University.

AFHU has an independent National Board of Directors of committed volunteers from across the United States. The national office of AFHU is located in New York. In addition to the Midwest regional office, other regional offices are: Northeast, Mid-Atlantic, Southeast, Western, and Pacific Northwest. Each region has its own board dedicated to working to promote the activities of AFHU and Hebrew University in their respective communities.

## The Hebrew University of Jerusalem

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The University that built the nation of Israel was founded on Mount Scopus in 1918 by visionaries including Albert Einstein, Sigmund Freud, Chaim Weizmann, and Martin Buber. Opened in 1925, Hebrew University is Israel's premier university, as well as its leading research institution.

Ranked internationally among the 100 leading universities in the world and first among Israeli universities, the University encourages multi-disciplinary activities in Israel and overseas and serves as a bridge between academic research and its social and industrial applications.

Hebrew University has set as its goals the training of public, scientific, educational, and professional leadership; the preservation of and research into Jewish, cultural, spiritual, and intellectual traditions; and the expansion of the boundaries of knowledge for the benefit of all humanity.

Open to all persons without distinction of race, sex, religion, political or other opinions, national or social origin, property, birth or other status, the student body, totaling approximately 23,000 from Israel and 70 additional countries, reflects a broad cross-section of Israel's populations — both native Israelis and young Jewish immigrants from all over the world.

The University's seven academic faculties are in the Humanities, Science, Law, Social Sciences, Agriculture, Dental Medicine, and Medicine. Working at the highest level of scholarship and in a spirit of true collaboration, more than 150 University researchers have received the coveted Israel Prize for their outstanding contributions in a wide range of academic fields.

No single institution has achieved a greater influence on the leadership of Israel, both within and outside its borders. Since the inception of the Jewish state, Hebrew University has educated four prime ministers and three presidents. Counted among University alumni are eight Nobel Laureates in science and economics, leading scholars and humanists, and many of the nation's foremost professionals.

## **History:**

Almost 30 years before there was a State of Israel, The Hebrew University of Jerusalem was born. It was a dream of visionaries Albert Einstein, Chaim Weizmann, Sigmund Freud, and Martin Buber based on an idea conceived before the start of the twentieth century — to create a center of higher learning in the tradition of the great Jewish academies of old.

Prior to its opening in 1925, the University already had found an enthusiastic group of U.S. patrons.

Led by Felix Warburg, the era's preeminent Jewish leader, a group of influential Americans organized the American Advisory Committee, with Mr. Warburg as its chairman. In 1924, the Warburgs visited the University's original campus on Mount Scopus with Judah Magnes, Hebrew University's first Chancellor and President. Inspired by Magnes' vision of the creation of a great Jewish university in Jerusalem, the Warburgs established the first major endowment fund for the University, a contribution that still produces income that enables students to pursue their studies at the University's Institute of Jewish Studies. In 1931, the Committee was incorporated as the American Friends of The Hebrew University, with Mr. Warburg as its first president.





By 1947, Hebrew University had grown to be a large, well-established research and teaching institution encompassing several new faculties, as well as the Jewish National and University Library; a University press, and an adult education center

Hebrew University's growth entails a history of cooperation with many Jewish organizations. The American Jewish Physicians Committee, organized in 1921 as the result of a visit to the United States by Albert Einstein, helped finance the Institutes of Microbiology and Chemistry and later worked with Hadassah to establish a medical school at the University. In the 1930s, Hadassah, the Women's Zionist Organization of America, became a major partner in supporting medical research at Hebrew University. Other organizations that have worked with AFHU include: the National Council of Jewish Women; the Women's League for Israel; the P.E.F. Israel Endowment Funds, Inc., and the Alpha Omega Fraternity, which supported the creation of The Hebrew University-Hadassah School of Dental Medicine. AFHU has always based its success on the individuals who identify with its work.



### ***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  
Anne Norton, Senior Consultant at  
617-262-1102  
or send nominations or cover letter and resume to  
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All inquiries will be held in confidence.



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## Appendix

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### **Leadership:**



**Beth Asnien McCoy**  
***National Executive Director***  
***AFHU***

A highly experienced fundraising professional and Jewish communal leader, Ms. McCoy joined AFHU in 2003 as Executive Director of the organization's Southeast Region. She has served as AFHU's National Director of Development since 2007, supervising regional Executive Directors and spearheading major fundraising campaigns, missions to Israel, and events and programs that have showcased The Hebrew University of Jerusalem in communities across the United States.

Throughout her tenure with AFHU, Ms. McCoy has played a pivotal role in advancing the national campaign in support of Hebrew University, working in close coordination with Hebrew University and AFHU leaders, dedicated American Friends, and AFHU's professional team. This productive partnership has fostered the life-sustaining work of Hebrew University's Robert H. Smith Faculty of Agriculture, Food, and Environment, the Edmond and Lily Safra Center for Brain Sciences, and the Mandel School for Advanced Studies in the Humanities, among other pioneering initiatives. Great emphasis has also been placed on the university priorities of faculty recruitment and student scholarships. These combined efforts have strengthened the State of Israel and contributed to human progress. Ms. McCoy has strengthened AFHU by helping to build the organization's National Campaign Committee and Regional Campaign Committees, establishing ties and enhanced communications between leaders and supporters located in diverse communities throughout the country.

Long committed to cause-related missions, Ms. McCoy earned her Bachelor of Science degree from Hofstra University, pursuant to which she embarked on a thriving career in the nonprofit sector. Her experience spans twenty-five years. Prior to joining AFHU, she served as the Arizona Regional Director of Development for the Anti-Defamation League, as Executive Director of the Crohn's & Colitis Foundation of America (Arizona), and as the Tri-State Regional Director of the Muscular Dystrophy Association (New York).



**Judith Shenkman**

***Executive Director, Midwest Region***

***AFHU***

Judith Shenkman joined AFHU in October 2008. She was the Director of Gift Planning at the Jewish Federation of Metropolitan Chicago for over two years and a Senior Endowment Development Officer with the Jewish Federation of Metropolitan Detroit for 3 ½ years.

Prior to becoming a development professional, Judith worked as a Tax Consultant and Advisor for over 9 years with large public accounting firms, including PricewaterhouseCoopers (formerly Coopers & Lybrand) and Plante & Moran.

Judith holds a JD from Wayne State University and BBA from the University of Michigan.