



Major Gifts Officer
Jewish Theological Seminary
New York, NY
<http://www.jtsa.edu/>

Send Nominations or Cover Letter and Resume to:
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Vice President
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The Opportunity:

The Jewish Theological Seminary (JTS) is seeking a Major Gifts Officer (MGO) to identify, cultivate, solicit, and steward New York City region individual major gifts prospects and donors. The Major Gifts Officer will report to the Vice Chancellor and Chief Development Officer and will be part of a seven-member frontline fundraising team, that generates approximately \$18 million annually in philanthropic gifts.

The ideal candidate will have sincere and genuine interest in working to advance JTS's mission of bringing traditional Jewish values into the 21st century. This is an exciting time for philanthropy at JTS as the institution has embarked on *The Crossroads Campaign*, an ambitious nine-figure capital campaign.

The MGO will be a relationship-focused fundraiser who will build strong relationships, cultivating and soliciting donors by effectively organizing events, dinners, and other small-scale and intimate gatherings. Community engagement will partner with the MGO on learning opportunities for donors and prospects, and the MGO will plan outreach by utilizing volunteers, lay, and rabbinic leadership, as well as faculty, staff, and students, to promote and advance philanthropy in the New York region.



Professional stature, an entrepreneurial but collaborative style, and an in-depth knowledge of New York philanthropy will be essential to succeed in this role.

Overview



Founded in 1886, the [Jewish Theological Seminary's mission](#) is to 'preserve the knowledge and practice of historical Judaism.' Today, it is the leading institution of Jewish learning and spiritual center of [Conservative Judaism](#) in the United States. The Seminary's curriculum centers on the critical study of texts in their original languages and the lived experience of Jews and Jewish communities over time. To support this core educational goal, JTS has amassed the [largest collection of Judaica](#) outside of Israel, allowing students to access thousands of years of artistry and information about Judaism and its history.

By educating students through a variety of degree and adult enrichment programs, JTS prepares leaders for hundreds of congregations, schools, universities, federations, summer camps, and Jewish cultural organizations worldwide. In 2016, JTS began an ambitious [campus revitalization program](#), including the construction of a new library, residence halls, performance auditorium, and atrium, to reflect its commitment to dynamic, 21st-century education and community building. *The Crossroads Campaign* is the philanthropic initiative that is working to fund this ambitious project.

Each of the Seminary's five schools is dedicated to a specific educational purpose. List College offers [dual degrees](#) in Jewish studies and liberal arts with Columbia University or Barnard College, the [William Davidson School](#) provides teacher training and educational leadership, the [Rabbinical School](#) offers rabbinical training and religious leadership, the [Gershon Kekst Graduate School](#) confers Master's and Doctoral degrees in Jewish Studies, and the [H.L. Miller Cantorial School](#) gives cantorial training and religious leadership. The Seminary's more than [100 full-time and adjunct faculty](#) members are top scholars and experts in their fields.



In addition to its degree programs, JTS also offers [professional training programs](#) through its various institutes, centers, and conferences, as well as [community-focused learning](#), including online classes, a pre-college summer institute, and public lectures and events.

Development/Advancement Overview

Philanthropy makes up 70% of the Seminary's financial support, much of which is focused on funding [financial aid](#). Currently JTS raises \$18 million annually in philanthropic support from individuals and foundations. In May 2020, JTS will launch an ambitious nine-figure capital campaign, [The Crossroads Campaign](#), to support the construction of its 21st-century campus.



The Role

Reporting to the Vice Chancellor and Chief Development Officer, the Major Gifts Officer is charged with identifying, cultivating, soliciting, and stewarding a portfolio of major donors and prospects. The MGO will work collaboratively with the entire development team along with communications, community engagement, and recruitment toward the goal of advancing philanthropy at JTS.

Key Responsibilities:

- Identify, cultivate, solicit, and steward major gift donors and prospects in the New York region through face-to-face meetings, fundraising events, dinners, and other small, intimate gatherings.
- Create a comprehensive and coherent moves management strategy for a portfolio of 75 to 150 donors and prospects with the weekly goal of participating in at least five relationship-building encounters to raise approximately \$1 million to \$2 million annually.
- In consultation with the Vice Chancellor/Chief Development Officer plan and set a series of professional metrics to be measured throughout the year.
- Collaborate with prospect research, donor records, grants, and stewardship areas to achieve fundraising goals.
- Effectively manage relationships with the communications, community engagement, and recruitment departments to achieve the overall goals of JTS.

Required Qualifications:

- At least five years of experience in the direct solicitation of five- and six-figure gifts from individuals;
- Extensive knowledge of philanthropy and familiarity with Jewish philanthropists in the New York region;
- A genuine and sincere interest in issues and topics related to Conservative Judaism;
- Hands-on experience in utilizing donor databases to create and manage prospect lists;
- Excellent written and verbal skills;
- A collaborative and collegial working style;

- Basic proficiency with Word, Excel, and Outlook; and
- Bachelor's degree.

Leadership

Shuly Rubin Schwartz

Chancellor and the Irving Lehrman Research Professor of American Jewish History



In June 2020, [Shuly Rubin Schwartz](#) was named the eighth chancellor of The Jewish Theological Seminary. A groundbreaking scholar of American Jewish history and a visionary institutional leader, she is the first woman to serve as chancellor of JTS since its founding in 1886.

Chancellor Schwartz, who earned her PhD at JTS, became one of the first women on its faculty and was instrumental in the addition of Jewish gender studies to the curriculum. As a scholar of American Jewish history, she brought to light the previously overlooked contributions of women to the development of American Judaism and expanded our understanding of modern American Jewish society and culture. Her award-winning book, *The Rabbi's Wife*, is an examination of the role of rabbis' wives in the development of American Jewish life. She is also the author of *The Emergence of Jewish Scholarship in America: The Publication of the Jewish Encyclopedia* and numerous articles on modern Jewish life, including pioneering research into the founding of the Ramah Camping Movement. Most recently, Chancellor Schwartz has co-taught interfaith courses with a colleague at Union Theological Seminary, bringing JTS and Union students together to study women's transformational religious leadership and the fraught history of Jewish-Christian relations.

Chancellor Schwartz has served for many years on the academic council of the American Jewish Historical Society and the academic advisory boards of the Jacob Rader Marcus Center of the American Jewish Archives, the Hadassah-Brandeis Institute, and the Jewish Women's Archive.

As a third-generation JTS graduate, the wife of a late JTS-ordained rabbi, and the mother of a son who was ordained at the JTS Rabbinical School and received a master's degree from the William Davidson School, Chancellor Schwartz brings to her role an unmatched knowledge and love of an institution to which she has been connected her entire life. [Learn more about Chancellor Schwartz's appointment.](#)



Bonnie Epstein
Vice Chancellor and Chief Development Officer

[Bonnie Epstein](#) leads cultivation, solicitation, and development operations for JTS, including its regional fundraising, special events, grants, funds, planned giving, alumni affairs, and direct mail. Since joining the JTS community in 2006, Vice Chancellor Epstein has served as Assistant Director and Director for the Long Island region, National Director of Development, and Executive Director of Development, during which time she was responsible for managing the Seminary's annual campaign.

Prior to her work with JTS, Vice Chancellor Epstein was the director of senior services at the Sid Jacobson JCC in East Hills, NY, and served as an associate producer for *20/20* on ABC News. She graduated from the Tisch School of the Arts at NYU.

JTS and COVID-19

Last March, JTS, made the emergency decision to shift to online learning. Courses quickly moved online thanks to the faculty's hard work and the students' positive attitude. For the Fall 2020 semester, the JTS community will be taking online classes and students who reside in the NYC area do have the option to return to campus to utilize the large indoor and outdoor study spaces.

JTS is hopeful that in the spring semester, they will be able to welcome students to a new residence hall and the new campus. JTS is poised to meet this pivotal moment in American Judaism, with the excitement of JTS' first woman leader, Chancellor Shuly Schwartz, the opening of the [new JTS campus](#), and the launching of the public phase of the largest capital campaign in JTS's history.

For employees, JTS has implemented a comprehensive screening and prevention policy to address the risks of COVID-19, and employees will return to JTS in phases. Unless essential to students or facility operations, most employees will not be expected to come to campus in a full-time capacity.

JTS has implemented a number of guidelines for staff, including restricting meetings of more than three people and not holding any meeting in-person if it can be conducted by other means.

Click here to see the full [JTS Faculty and Staff Coronavirus policy](#).

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
Carmel Napolitano, Vice President
617-262-1102
or send nominations or cover letter and resume to
cnapolitano@LindauerGlobal.com.
All inquiries will be held in confidence.**



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