



## Senior Director of Development, Latin America American Friends of Tel Aviv University

Miami, FL  
[aftau.org](http://aftau.org)

*Send Nominations or Cover Letter and Resume to:*

Jill Lasman  
Executive Senior Vice President  
617-429-1153  
[Jlasman@lindauerglobal.com](mailto:Jlasman@lindauerglobal.com)

Wendy Lazar  
Senior Consultant  
857-366-5419  
[WLazar@LindauerGlobal.com](mailto:WLazar@LindauerGlobal.com)

### ***The Opportunity:***

Tel Aviv University (TAU) is now Israel's largest and most comprehensive institution of higher learning, with over 30,000 students studying across nine [faculties](#), 29 schools, and 98 departments. TAU's rise as a world-renowned university in a mere 50 years demonstrates the power of vision and dedication.

One reason for this meteoric rise in such a short period of time is the support of the global community. TAU is fortunate to have a global network of [Friends Associations](#) that share a common vision — to nurture higher education, develop Israel's best minds, and help expand the future for people around the world. These Associations provide monetary support to the University in addition to building affinity among supporters and alumni of the University. There are 26 Friends of Tel Aviv Associations around the globe, including seven based in Latin America: Argentina, Brazil, Ecuador, Mexico, Panama, Peru, and Uruguay.



While this role is situated within the American Friends of Tel Aviv's South Florida office, the incoming Senior Director of Development will inherit a portfolio of prospects in Central America and South America and expand the donor base in this region. This region brings in \$2–\$4 million annually. The role will also partner with the leaders of the Friends organizations to provide counsel on strategies to increase support and

affinity in the region. This opportunity is ideal for an individual with knowledge of Latin American philanthropy and a proven track record of cultivating relationships with alumni and friends.

## Qualities and Qualifications of the Senior Director of Development

---

In this senior-level position, the Senior Director of Development will lead and coordinate advancement activities for Tel Aviv University in Latin America including identification, cultivation, solicitation, and stewardship of major and principal gift prospects and donors. This role will partner closely with the leaders of Friends Associations in the regions.



Reporting directly to Development Leadership in Tel Aviv and working closely with country-based leadership in the region, this position will assist in designing strategies to broaden and strengthen the University's international development, outreach, and constituent relations activities, building upon existing relationships. The Senior Director will be expected to be able to represent the message and vision of the Tel Aviv University, its colleges, and departments to international audiences.

While primarily focused on major and principal gifts, the position may also support and coordinate international communications efforts, events, annual funds efforts, and development of Friends Associations.

This position will require substantial international travel of varying durations and will require proficiency in the Spanish language. The positions may be headquartered in South Florida.

## Overview

---

[Tel Aviv University](#) is making the world a better place by finding solutions to pressing issues, creating innovative technologies, and bringing an entrepreneurial spirit to learning. Students and researchers don't shy away from problems — they embrace them and look to find solutions.

Taking a multidisciplinary approach across the board — whether in teaching, solving problems, or creating — issues are investigated and researched from multiple areas and disciplines, and multidisciplinary teams work on finding solutions.

Curiosity and boldness are in TAU's organizational DNA. The entrepreneurial spirit found on campus weaves together programs and units, ensuring that R&D is translated into products and services benefiting Israel and the world.



Tel Aviv University came into being through the dedicated efforts of visionaries who foresaw the need for an additional university in Israel's rapidly growing central region. In the 1930s, the idea was promoted by then mayor of Tel Aviv, Meir Dizengoff, with whose encouragement two post-secondary education facilities were opened during the British Mandate period: The Biological-Pedagogical Institute and the School of Law and Economics.

## The Role

American Friends of Tel Aviv University (AFTAU) seeks a dynamic, results-oriented fundraiser who will identify, research, manage, and implement cultivation and solicitation plans for a portfolio of prospects in Spanish and Portuguese speaking countries and communities in South Florida.

### ***Key Priorities:***

- Forge new relationships and steward current donors to increase financial support and build visibility in the region.
- Expand and diversify donor pipeline.
- Cultivate and nurture board relationships.
- Create a strategy and development plan for fundraising efforts including parlor meetings, speaker series, and other donor engagement efforts.
- Build regional boards in different countries.
- Partner closely with Vice President of the University and AFTAU CEO.
- Work closely with national alumni and endowment professionals as well as other national and regional staff to identify, engage, cultivate, and solicit new prospects.



### ***Qualifications:***

The successful candidate will be a sophisticated and innovative fundraiser and team player, with deep knowledge of individual giving best practices and portfolio management. The Senior Director will be excited to lead, build, and drive a multifaceted, and progressive fundraising program for this specific constituency.

- Bachelor's degree required; advanced degree preferred.
- A minimum of five to 10 years of senior fundraising experience, with an emphasis on individual giving and board relations.
- A minimum of three to five years managing and mentoring staff a plus.
- Spanish fluency in reading, writing, and speaking. Fluency in Portuguese a plus.
- Demonstrated success as a front-line fundraiser executing complex donor strategies and soliciting major and principal gifts.
- Exceptional communications skills and the ability to motivate and inspire new prospects and existing donors.
- Self-motivated, organized, and detail-oriented, with the capacity to independently set goals, manage priorities, and use time and resources effectively.
- Team oriented and flexible with the ability to work remotely.
- Fluent in the use of donor management database systems to maximize fundraising results.
- Knowledgeable about the Spanish and Portuguese Jewish philanthropic community.
- A passion for and familiarity with Israel, higher education, and commitment to promoting the mission of Tel Aviv University.
- Flexible: able to work evenings, weekends, and travel.

*American Friends of the Tel Aviv University is an equal-opportunity employer.*

## Leadership

---



**Amos Elad**  
***Vice President for Resource Development***

Amos Elad, Vice President for Resource Development at Tel Aviv University (TAU), is a leading Israeli expert in the areas of social responsibility, fundraising, and nonprofit management. Before joining TAU, he worked from 2010 to 2013 for the Chairman of the IDB Group, Nochi Dankner, in the area of humanitarian assistance in Israel's periphery. From 2005 to 2010, Elad held the position of Senior Division Manager in the Jewish Agency, responsible for resource development in Israel, the United States, and Europe, including major gifts and the development of new markets.

Prior to that, at only 27 years of age, Elad co-founded and co-headed for five years the charitable organizations Meir Panim and Koah Latet that set up a chain of food centers and household goods warehouses throughout Israel.

Elad was born in Jerusalem and raised in Israel and the United States. He holds a B.A. in Political Science and Middle Eastern Studies from the Hebrew University of Jerusalem. In his IDF service, he served as an officer in the paratroopers.



**Yael Regev**

***Director of Development & Public Affairs Division***

Yael Regev has been Director of Development and Public Affairs since June 2013. She recently served as the Director of Public Affairs at the Azrieli College of Engineering in Jerusalem, where she focused on enhancing links with industry, government, and alumni. Prior to that she worked for eight years as a senior producer for Israel's Channel 10, producing major news shows and managing projects.

Regev holds a B.A. in Communications and Management from the College of Management – Academic Studies, and an M.A. in Law from Bar-Ilan University.

### ***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**  
**Jill Lasman, Executive Senior Vice President or**  
**Wendy Lazar, Senior Consultant**  
**617-262-1102**  
**[JLasman@LindauerGlobal.com](mailto:JLasman@LindauerGlobal.com) or [WLazar@LindauerGlobal.com](mailto:WLazar@LindauerGlobal.com).**  
**All inquiries will be held in confidence.**



***Setting the Standard in Nonprofit Talent***  
**[www.LindauerGlobal.com](http://www.LindauerGlobal.com)**