



AMERICAN FRIENDS OF
THE HEBREW UNIVERSITY

Senior Development Executive, Western Region
American Friends of The Hebrew University of Jerusalem
Los Angeles, CA
<https://www.afhu.org/>

Send Nominations or Cover Letter and Resume to:

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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 Western regional office, headquartered in Encino; the region has a committed and active 45-member Board and covers 10 states. In FY 2018, the Western region raised over \$18 million and AFHU nationally raised \$62 million.

Overview



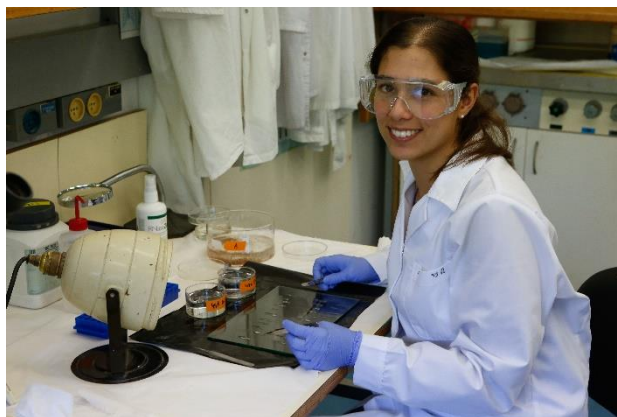
Through volunteer and professional leadership, AFHU provides financial resources from the United States in support of the academic, research, and service programs of The Hebrew University. AFHU's national and regional programs, events, and missions to Israel promote greater appreciation of The Hebrew University's breadth and scope of achievements and the University's pivotal role in educating leaders for the State of Israel.

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 Western regional office, other regional offices are: Northeast, Mid-Atlantic, Midwest, Southeast, and Pacific Northwest. Each region has its own board dedicated to working to promote the activities of AFHU and The Hebrew University in their respective communities.

The Hebrew University of Jerusalem

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, The 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.



The 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, The 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, The Hebrew University's first Chancellor and President. Inspired by Magnes's 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, The 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.

The 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.



The Role

Responsibilities:

Reporting to the Executive Director of the Western 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. The Senior Development Executive will effectively identify and manage a major gifts portfolio and establish a prospect solicitation pipeline across the region, including an emphasis in the greater high desert region of Southern California. In addition to establishing and maintaining a personal portfolio of current and prospective donors, this position will also be charged with developing a planned giving program and foundation outreach program for the Western 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 West Coast 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. S/He will be able to establish strong, interpersonal relationships with academic leaders at The 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 on the West Coast, the Senior Development Executive must have a genuine interest in the mission of AFHU and The 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 nonprofit 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.

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.

Appendix

Leadership:



Beth Asnien McCoy
National Executive Director
AFHU

A highly experienced fundraising professional and Jewish communal leader, 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, McCoy has played a pivotal role in advancing the national campaign in support of The Hebrew University, working in close coordination with University and AFHU leaders, dedicated

American Friends, and AFHU's professional team. This productive partnership has fostered the life-sustaining work of The 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. McCoy has strengthened AFHU by helping to build the organization's National Campaign Committee and Regional Campaign Committee, establishing ties and enhanced communications between leaders and supporters located in diverse communities throughout the country.

Long committed to cause-related missions, 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 25 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).

Sheri L. Kaufer
Executive Director
AFHU

Kaufer is the Executive Director of American Friends of the Hebrew University, Western Region.

After spending more than two decades working in nonprofit management and fundraising, she joined the AFHU team as a Senior Development Director in 2004. She was promoted to Associate Director in 2006, and subsequently was appointed Executive Director of the Western Region, a leadership role she has fulfilled since 2014.

Prior to her professional work at AFHU, Kaufer served as the Associate Director of Development for the Anti-Defamation League for seven years. She came to the ADL from the University Synagogue in Brentwood, where she served as Executive Director for eight years, prior to which she worked for Hillel, reaching out to law students at five campuses in the Los Angeles area.

She is dedicated to mission-driven causes and her portfolio as AFHU Western Region Executive Director is expansive. Her responsibilities extend to working with lay leaders and staff on gala fundraising events, major gifts cultivation and stewardship, missions to Israel and the Hebrew University of Jerusalem, board and leadership development, and organizing educational programs and innovation forums featuring outstanding Hebrew University faculty and Student Ambassadors. Kaufer oversees programs such as regional planned giving and spearheads donor recognition events. The Western Region has significant fundraising responsibility in support of The Hebrew University and its Centennial Campaign.

Kaufer earned her Bachelor's degree in psychology from UCLA, and her M.B.A. from the American Jewish University (formerly known as the University of Judaism), with a specialization in nonprofit management.

**To learn more, call
Wendy Lazar, Senior Consultant at
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or send nominations or cover letter and resume to
wlazar@LindauerGlobal.com.
All inquiries will be held in confidence.**



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