The mission of AJC (American Jewish Committee) is to enhance the well-being of the Jewish people and Israel, and to advance human rights and democratic values in the United States and around the world.
About AJC

AJC (American Jewish Committee) is the leading global Jewish advocacy organization, with unparalleled access to government officials, diplomats, and other world leaders. Through these relationships and international presence, AJC is able to impact opinion and policy on the issues that matter most: combating rising antisemitism and extremism, defending Israel’s place in the world, and safeguarding the rights and freedoms of all people.

With more than 30 offices worldwide, plus partnerships with 37 international Jewish community organizations, AJC is making an impact on the issues that matter most:

- **ISRAEL**: From the hallways of the UN to the corridors of the European Union to the countries of Asia and Latin America, AJC advocates for Israel at the highest levels. AJC battles the insidious BDS (boycott, divestment, and sanctions against Israel) movement on multiple fronts, including promoting anti-BDS legislation at all levels of government and rallying elected officials to reject the boycott movement.

- **ANTISEMITISM**: Antisemitism, the world’s oldest hatred, is a tangible threat not only to Jews, but also to the very fabric of democratic societies. AJC counters antisemitism by calling on governments to act and organizing coalitions with other faith and ethnic groups to forge a united front against hate.

- **INTERRELIGIOUS RELATIONS**: AJC builds powerful coalitions with religious leaders worldwide, partnering with Christian, Muslim, Hindu, and other faith communities to combat antisemitism and religious extremism. Our advocacy on behalf of others emerges from Jewish values and principles.

- **HUMAN RIGHTS**: AJC protects human rights around the world by engaging with governments, diplomats, the United Nations and other international organizations, and civil society partners. AJC works globally to combat religious intolerance, end torture, and oppose all forms of discrimination.

- **RADICALISM & EXTREMISM**: AJC combats the spread of extremism in the Middle East, Europe, and around the world, and seeks to weaken terrorist organizations like Hezbollah.

AJC Chicago provides local Jewish community leaders with educational and advocacy opportunities, giving them the tools to make a positive impact. In addition, AJC’s ACCESS Chicago initiative empowers today’s young Jewish leaders to make a difference today, and in our collective futures. Many of AJC’s global leaders began their AJC journey in Chicago. The Chicago Office, with 9 dedicated team members, is seen as a model and springboard for other AJC offices worldwide.
AJC seeks a passionate and personable senior level professional to serve as its next Director, Advancement & Engagement in Chicago, its largest market. Acting as both the face of and primary driver for philanthropic activities, the new Director will provide vision to the comprehensive philanthropic efforts of the organization’s top-performing office. As the lead on the global organization’s largest regional campaign and the primary steward of major gifts, this philanthropic visionary will take an entrepreneurial approach to building on the region’s stable foundation, driving the $2.8 million annual campaign and ensuring a healthy donor pipeline for a sustainable ongoing future. The Director must be a dynamic relationship-builder who is energized by AJC’s mission, and is able to communicate that commitment to an increasingly broad and diverse audience. A curious, informed and compassionate mindset is essential for success in this role.

One of 22 regional offices, AJC Chicago receives support and leadership from its national office headquartered in New York. The next Director, Advancement & Engagement of AJC Chicago will have the well-resourced opportunity to build from the strong foundation of a world-renowned Jewish advocacy organization. Using the historic success of the Chicago office as a launch pad, the successful candidate will identify creative, new solutions to fundraise for an increasingly impactful organization.

AJC Chicago’s next Director, Advancement & Engagement will manage key relationships and a donor portfolio of 100 with gift making capacity of more than $25,000 while providing leadership to the development functions of the office, including supervision to three direct reports that support events, donor engagement, and stewardship. As the senior philanthropic officer, the Director serves as a strategic partner to the Regional Director and lay leadership, working collaboratively to expand the reach of AJC Chicago in the city and across the region.
**Performance Objectives**

**Leadership and Management**

- Provide collaborative leadership in maintaining a positive and productive working relationship with Boards and committees, the Regional Director, staff, donors and other key stakeholders. Serve as the primary staff liaison to all philanthropy-related committees.

- Lead lay leaders and colleagues in establishing aggressive fundraising and revenue goals that challenge and motivate all to excel.

- Serve as the primary face of all things relative to philanthropy within AJC Chicago and beyond. Be a prominent face in Jewish advocacy locally and show leadership, fluency, and initiative in broad issues facing the sector and the community.

- Manage, develop, motivate, supervise and empower a highly effective, productive and cohesive staff with both technical expertise and operational talent. Ensure that the team has the resources to optimize performance in individual job success and overall team effectiveness.

- Develop and implement measurable objectives, strategies, budgets, funding strategies and timelines to ensure the organization operates within guidelines. Regularly monitor progress toward goals and apply corrections as needed.

- Track industry trends, strategies and best practices, including educating others and evaluating opportunities for continuous improvement. Act as a resource for development topics to relevant stakeholders.

- Maintain consistent reporting on the organization’s financial position and outlook. Demonstrate fiscal responsibility and efficient use of all organizational resources.

**Revenue Growth & Donor Relations**

- Manage a portfolio of approximately 100 donors (at all levels with a focus on major gifts of $25K+) and solicit new and increased gifts from those donors, including connecting donors with the right local and national opportunities, events, missions, etc.

- Prospect for major gift opportunities using internal resources, personal connections and recommendations from stakeholders to identify high-level potential donors for cultivation and solicitation. Build and continually enhance an effective donor base and pipeline.

- Lead the coordination of AJC Chicago’s honoree dinners, including coordination with lay leadership, national office, and staff.

- Partner with AJC leadership to oversee all aspects of current and future campaigns, from project planning to successful completion.

- Utilize all tools for an effective major gifts process, including Donor Recognition societies, targeted parlor meetings, solicitation strategies and moves management.

- Partner with lay leadership and the national office to identify, cultivate and close planned gifts. Specific annual goals will be set.

- Provide continuous, data-driven evaluation of short-term and long-term portfolio performance. Re-assign donors to other fundraisers if and when appropriate.

**Leadership Development & Community Relations**

- Encourage lay leadership involvement in fundraising efforts, programs and member engagement. Provide training, ongoing education and support to all board and volunteers that propel philanthropy.

- Ensure attainment of AJC Chicago’s development activities through the creation and support of a Development Committee to assist with philanthropy and increase lay leader involvement.

- Provide a best practice approach to AJC’s efforts to effectively communicate its mission, goals and accomplishments to donors, prospective donors, and the broader community.

- Create new and innovative marketing and outreach strategies using technology and social networks to increase visibility of the organization for diverse, new audiences.

- Serve as the primary face of all things relative to philanthropy of AJC Chicago. Be a prominent face locally to donors, prospects, the Development Committee, and fundraising volunteers.
AJC Chicago seeks a self-motivated, articulate and visible Director, Advancement & Engagement to build upon the success of the Chicago office by crafting and implementing a plan for robust philanthropy for the years to come. The successful candidate will be an energetic, amicable team player with a passion for increasing conversations about international advocacy and fighting antisemitism globally. The new leader will manage a highly functioning team of development staff with a warm, collaborative approach. It is imperative that the person who assumes this important role embrace and embody AJC’s mission and values and assimilate to the ethos of the local team. An understanding of the Jewish faith and the greater Chicago Jewish philanthropic community, as well as a positive connection with Israel, will lead to the greatest success.

**Specific Requirements Include:**

- A minimum of eight years of fundraising experience in roles demonstrating increasing levels of responsibility, with at least three years managing a multi-functional team.
- Proven fundraising success, particularly by securing major gifts, successfully managing campaigns, and engaging a community of motivated supporters.
- Knowledge of Chicago Jewish philanthropic community and networks.
- Ability to build strong external relationships with a variety of volunteers, public leaders, partner organizations, and other stakeholders.
- Track record in financial management, stewardship, and developing strategies to successfully increase revenue.
- Highly effective interpersonal, conversational and presentational skills demonstrating emotional intelligence and situational awareness. Sense of humor and strong desire to add to a culture of collaboration and feedback.
- Creative and practical problem-solving skills, with a facility for multi-tasking and working on many projects simultaneously.
- Proven success in building strong and productive work teams with a focus on mentoring and nurturing staff development.
- Strong analytic and strategic-thinking skills with the ability to create, implement and monitor complex plans and then translate those plans into goals and concrete strategies.
- Career track record that shows stability with an organization and capacity to develop and nurture relationships culminating in overall success.
- Experience with common fundraising CRMs; working knowledge of Raiser’s Edge preferred.
- Bachelor’s degree required; advanced degrees and/or certifications helpful.
How To Apply

This position offers a competitive salary with generous benefit plans for insurance, paid time off and holidays. Support for professional development and a transit plan is available. All inquiries will be held in strict confidence.

It is the policy of AJC to ensure equal employment opportunity in recruitment and hiring, compensation, benefits, termination and all other terms and conditions of employment without discrimination or harassment on the basis of race, color, national origin, religion, sex, gender, age, disability, pregnancy, alienage or citizenship status, veteran status, marital or civil partnership/union status, creed, genetic information, predisposition or carrier status, sexual orientation, gender identity or expression, sexual and reproductive health decisions or any other characteristic protected by law. Appropriate disciplinary action may be taken against any employee willfully violating this policy.

To assure confidential tracking of all applicants, no applications will be accepted via email. ALL INQUIRIES WILL BE HELD IN STRICT CONFIDENCE.

This search is being managed by Heather Eddy, President and CEO, and Megan DeVoe, Project Manager of KEES. Questions may be addressed to mdevoe@kees2success.com.

About KEES

KEES is a retained executive search and consulting firm that builds transformative teams and leaders. Founded in 2013 as an expansion of Alford Executive Search, KEES partners specifically with nonprofit organizations to provide an array of search, leadership, interim staffing and human resources support.

For more information, please visit www.kees2success.com.

More About AJC Chicago

The Evelyn R. Greene AJC Chicago Regional Office connects the local Chicago community with AJC’s global advocacy work. With access to diplomats, elected officials, and interfaith leaders at the local level, AJC Chicago advances the broader priorities so vital to AJC’s global work: combating antisemitism, promoting Israel’s place in the world, and countering the spread of radicalism and extremism.

Whether engagement takes place at intimate diplomatic advocacy meetings or at large events with civic partners, AJC Chicago builds bridges that connect communities and creates opportunities for cooperative action.

To APPLY NOW, please visit www.kees2success.com.