



## NECHAMA – Jewish Response to Disaster

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[NECHAMA.org](http://NECHAMA.org)

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## DEVELOPMENT DIRECTOR

Founded in 1993, NECHAMA: Jewish Response to Disaster is the only national Jewish organization that provides sustained, direct recovery services in the United States, responding to damage caused by hurricanes, tornados, floods, and other natural disasters. Rooted and guided by Jewish values, NECHAMA has three priorities: humanizing Jews and representing Jewish ideals in communities shattered by disaster (which includes combating antisemitism); providing a platform for volunteers of all faiths to explore their identities and purpose; and spreading comfort and hope to people and communities in desperate need of assistance. For more information about NECHAMA, please visit [www.nechama.org](http://www.nechama.org).

**Job Parameters:** Remote (US - Based)

**Reports to:** Chief Executive Officer

**Job Description:** NECHAMA is seeking a full-time Development Director to lead and execute a comprehensive fundraising strategy that supports both immediate operational needs and long-term organizational growth.

This is a hands-on leadership role in a growing organization. The Development Director will partner closely with the CEO, Board, and program staff to expand revenue streams, deepen donor relationships, and build sustainable systems for growth.

This role is ideal for someone who enjoys building systems, growing fundraising capacity, and working in a dynamic, mission-driven environment, while fostering a culture of philanthropy rooted in Jewish values and community. This role will help build and strengthen NECHAMA's development infrastructure as the organization continues to grow.

### **Strategic Fund Development Responsibilities:**

- Develop and implement a multi-year fundraising strategy aligned with NECHAMA's strategic priorities.
- Personally manage a diversified portfolio including major donors, and lead solicitation across major gifts, campaigns, grants, and events.
- Identify, cultivate, solicit, and steward donors across all levels.

### **Institutional Giving:**

- Lead foundation and institutional fundraising efforts, including prospecting and proposal development.
- Build and maintain relationships with program officers and funding partners.
- Ensure grant compliance, reporting, and stewardship across all institutional funding.

### **Individual & Community Giving:**

- Engage corporate partners and secure funding and in-kind support.
- Engage community-based funders including Jewish federations and synagogues.
- Cultivate relationships with donor-advised fund (DAF) holders and DAF managers.

- Support and expand planned giving efforts over time.

**Organization-wide Fundraising Responsibilities:**

- Help build a culture of philanthropy across the organization.
- Partner with the CEO and Board to identify and engage key relationships that advance fundraising efforts.
- Support and activate Board members in fundraising efforts.
- Launch and manage a Development Committee.
- Represent NECHAMA externally to increase visibility, partnerships, and support.

**Fundraising Communications and Data Analysis Responsibilities:**

- Gather and translate program data and impact into compelling donor materials.
- Collaborate with the Communications Director to align fundraising messaging, campaigns, and storytelling.
- Develop strategies for donor acquisition, retention, and growth; analyze giving trends and adjust strategies accordingly.
- Track and analyze fundraising performance and provide regular reporting to the Board and organizational leadership.
- Oversee donor engagement, recognition, and stewardship efforts.
- Contribute to broader organizational priorities as part of a small, collaborative team, with evolving responsibilities as the organization grows.

**Qualifications:** While no one person will embody all the qualities below, the ideal candidate will possess most of the following professional and personal abilities, attributes and experiences:

- Passion for and commitment to NECHAMA's mission.
- 10+ years of nonprofit fundraising experience, including major gifts and foundation fundraising.
- Demonstrated success managing and growing multiple revenue streams.
- Bachelor's degree required and relevant advanced degree preferred.
- Familiarity with the Jewish philanthropic landscape strongly preferred.
- Ability to work both strategically and tactically in a fast-moving environment.
- Strong communications skills.
- Commitment to working effectively across diverse communities and backgrounds.
- Willingness to travel and work occasional evenings and weekends as needed.
- Comfort working remotely and collaborating across a distributed team.

Eligible candidates must be currently authorized to work in the United States, will not now, or in the future, require sponsorship of a visa for employment authorization in the United States, and are willing to provide employment verification as required.

NECHAMA is an equal opportunity employer and does not discriminate in employment opportunities or practices on the basis of race, ethnicity, national origin, sexual orientation, disability, sex, age, gender identity or expression, or other status protected by applicable law. NECHAMA is committed to providing employees with a work environment free of discrimination and harassment.

**Salary range:** \$115,000 - \$ 130,000 (commensurate with experience)

**Benefits:**

- Health insurance
- Workers' compensation, disability, life, and dental insurance
- Flexible Spending Account (FSA)
- Access to a 401(k)
- 15 vacation days and 10 sick days annually
- Most federal and Jewish holidays

**How to apply:** Email the following to [jobs@nechama.org](mailto:jobs@nechama.org):

- Cover Letter addressing interest and qualifications, including specific expertise managing major donors and grant requests to foundations
- Resume
- 3 References
- 2 Fundraising collateral (writing samples focused on development)
- Salary expectations
- Where you saw this job posted

Applications will be accepted on a rolling basis until the position is filled.