



Senior Director, Development JCC Mid-Westchester

ABOUT THE JCC MID-WESTCHESTER

JCCMW is a multi-generational center in Westchester located on the New Rochelle/Scarsdale border. We support the entire lower/mid Westchester community by offering outstanding human services, educational, cultural, and recreational, and fitness programs within and beyond our walls. Our programs are grounded in our Jewish values, our staff of 300 (full and part time) bring a diversity of experience to our mission, and we welcome all.

On our own and in partnership with other organizations, we create classes, events, and programs of excellence that educate, inform, challenge, and engage people of all ages—from newborns to seniors. We serve and welcome a diverse group of families and individuals—including those with special needs and wide-ranging identities, talents, and abilities.

We approach our work and programs through a Jewish lens that cherishes our values and traditions and convenes the diverse opinions and beliefs of the community in a respectful and welcoming environment. For further information, please visit.

The JCC Mid-Westchester is seeking a Senior Director, Development to join its expanding development team. In recent years, the organization has significantly invested in its development function, yielding strong results. We are now looking for a leader to provide strategic direction and guidance to an exceptional team of professionals and build on this exciting momentum. This position reports to the CEO during a temporary CDO leave.

This full time, in-person role is ideal for someone ready to take on expanded leadership and management responsibilities and grow professionally in a supportive, collaborative environment.

Major Responsibilities:

Fundraising/Development

- Oversee the planning and development of fundraising strategies for individual, institutional, corporate, and governmental efforts.
- Manage a department of three fundraising professionals, providing strategy, guidance and support for annual campaign and capital efforts.
- Oversee a portfolio of approximately 25-50 mid- to high-level donors, including cultivation, solicitation, and stewardship.
- Serve as liaison to the Board and steward board member relationships.
- Manage internal processes for acknowledgements, reporting, and documentation of all gifts, ensuring timely and accurate execution.
- Provide quarterly reports, analysis, and strategic insights for the CEO and Board of Directors.

Management

- Collaborate with program directors and the senior management team on fundraising needs and opportunities.
- Oversee board related activities and meetings.
- Represent the JCCMW at various internal and external events.

Skills/Experience:

- Bachelor's degree required.
- 10 years of fundraising experience, including at least 5 years overseeing a fundraising team. ● Proven success soliciting five-figure+ gifts.
- Understanding of issues facing the Jewish community.
- Understanding of the Westchester County area donor landscape is a plus.
- Excellent interpersonal and relationship-building skills, with a strong donor-centered orientation.

Salary: \$135,000 + Benefits**Physical Requirements**

The physical demands that must be met by an employee to successfully perform the essential functions of this job include movement within an office environment. The role requires the ability to write by hand and use a keyboard to perform general office functions. Also requires the ability to communicate by speech and hearing continuously. Visual acuity is needed for detailed work, and computer use. The ability to sit for extended periods of time is also a requirement.

The JCCMW offers generous benefits, including health, dental and vision insurance coverage for individuals and their families, a flexible spending account, 403(b) and retirement plans, life insurance, and paid time off including for vacation, national and religious holidays and sick time.

The JCC Mid-Westchester is an equal opportunity employer. The position is open to all and we do not discriminate on the basis of age, race, religion, gender, sexual orientation, color, disability, protected veteran status, gender identity/expression, national origin or any category protected by applicable law