Director of Development
Challah for Hunger

This position is open to all US candidates in any region and is a remote position*
*This position is remote, though ability to travel for in-person events is strongly preferred

APPLICATION DEADLINE: January 4, 2022
LOCATION: Anywhere in the United States
SALARY: $70,000 - $85,000
APPLY HERE: talent@challahforhunger.org

Challah for Hunger is a national organization that builds communities of leaders inspired and equipped to take action against hunger. Established on a single campus in 2004, the network has grown to over 75 chapters that engage 10,000 volunteers annually, providing programs and opportunities embedded in our three pillars: community, advocacy and philanthropy. In addition to supporting our chapters, Challah for Hunger supports an ever-expanding alumni network, a growing community program, and partners with national and local organizations to address the issue of campus food insecurity. To learn more about our work, visit challahforhunger.org and campushunger.org

We seek a highly organized, detail-oriented, creative individual with superior communication skills to serve as our Director of Development. As a member of our leadership team, the Director of Development will lead the organization’s fundraising and storytelling efforts. This role will report to and partner closely with Challah for Hunger’s Senior Executive Director. This is an exciting time to be joining Challah for Hunger during a period of exponential growth and expansion. Our small staff team is working full-time, from home, though attending in-person events and meetings is a possibility depending on the candidate’s location. All of our staff, regardless of their location, are expected to be online during regular EST hours.

CORE RESPONSIBILITIES

- Grant Management (35%)
  - Oversee grant application and review cycle
  - Manage prospecting, including conducting research and preparing prospect reports
  - Lead in the strategy, prospecting and cultivation of new foundation relationships
  - Write and edit grant proposals, foundation reports, and other funding correspondence both independently and in collaboration with program staff

- Donor Cultivation and Stewardship (35%)
- Refine and implement our individual giving strategy with emphasis on both donor retention and acquisition
- Manage our individual donor stewardship system and ensure excellent donor relationship building with a keen eye on a trackable moves management system
- Supervise individual campaigns (including affinity group campaigns), from story arc/visioning, copywriting, designing email solicitations and social media posts, to managing donation platforms
- Research major gift prospects
- Support major gift development activities of Executive Director, Board Chair, and Board Members. Including, but not limited to, info sheets, scripts, communications templates
- Develop and implement donor thank you events and related activities
- Generate development reports for use by the board

• Supervision and Strategy (30%)
  - Supervision of full-time Development Associate
  - Manage Events process vis a vis Development Associate
  - Staff the Development Committee of the Board of Directors
  - Manage the fundraising efforts of the organization in collaboration with the Executive Director in ongoing special projects
  - Creation and implementation of annual development plan, in collaboration with ED

Qualifications
- Minimum of 5-10 years work experience, with relevant experience in development/philanthropy management
- Excellent verbal and written communications skills, with special emphasis on translating program impact into compelling grant asks
- Proven track record building relationships with major donors and successfully closing gifts of $10,000-$40,000
- Proven ability to manage budgets of $850,000+
- Experience working in the Jewish communal sector *strongly preferred*
- Experience successfully managing multiple projects
- Strong organizational skills with attention to detail and deadlines
- Ability to both give and take direction
- Confidence in using social media platforms (Facebook, Twitter, Instagram)
- Strong computer skills including Microsoft Word, Excel, Powerpoint, Google Suite
- Experience with CRM systems (*direct experience with Bloomerang is preferred but not required*)
- Proven track record around ability to build, develop and foster ongoing donor relationships
Willingness and ability to work successfully with people at all levels within the organization (including board members, donors, and volunteers)

- Flexibility and creativity, always thinking about ways to engage potential and existing donors
- A passion for the organization's mission and commitment to our goals

PERSONAL QUALITIES AND MINDSETS
- You're self-motivated. You create your own organizational systems and can hold yourself and others accountable. You expertly navigate managing all levels of an organization.
- You are fast-paced and high-energy. You have a bias toward action. You can move rapidly through ever-changing environments and have the ability to shift priorities on a dime.
- You are not afraid of a challenge. You see potential in any situation and can leverage that potential. You can think and act quickly and strategically with a clear head.
- You're a systems guru. You enjoy organizing chaos. You can take a large amount of information, assess it, and find the best way to organize it with the end-user in mind.
- You're a people person. You love people and understand how to optimize the experiences of co-workers, external partners, and other stakeholders.
- You're an expert multi-tasker. You have experience juggling multiple projects at once from start to finish with detailed planning and persistent execution.
- You have a great sense of humor. You bring levity to the work, have fun with your co-workers, and don't take yourself too seriously!

COMMITMENT, COMPENSATION AND BENEFITS
This is a full-time exempt position, with a salary between $70,000 - 85,000 commensurate with experience. Challah for Hunger provides 50% for employees and 25% for dependents of health, dental, and vision benefits packages, generous PTO (20 days annually) and holiday package, and the option for a flexible work environment. We offer a minimum $800 professional development stipend per year and summer Fridays with reduced working hours.

To Apply
To apply please send your resume, cover letter and 1-2 writing samples to talent@challahforhunger.org with the subject line “Director of Development.” Please note, the window for applying closes on January 4, 2022.

Challah for Hunger is an equal opportunity employer. We strongly encourage applicants from historically marginalized communities to apply. We are proud to be an inclusive organization, where everyone is welcome. We deeply value the diversity of insight, perspective, and experience brought by people from backgrounds typically underrepresented in Jewish organizations. This includes Black, Latinx, and Asian people, Black Jews, Jews of Color, Sephardi and Mizrahi Jews, lesbian, gay, bisexual, trans, gender non-conforming people, and people with disabilities. We will not discriminate on the basis of race, color, gender, national origin, age, religion, creed, disability, veteran’s status, sexual orientation, gender identity or gender expression.