

## MAJOR GIFT OFFICER POSITION GUIDE

---

### ABOUT INTERNATIONAL FELLOWSHIP OF CHRISTIANS AND JEWS ([www.ifcj.org](http://www.ifcj.org))

International Fellowship of Christians and Jews (*The Fellowship* or IFCJ) was founded in 1983 by Rabbi Yechiel Eckstein to promote understanding between Jews and Christians and build broad support for Israel and other shared concerns. His vision was that Jews and Christians would reverse their 2,000-year history of discord and replace it with a relationship marked by dialogue, respect and cooperation.

*The Fellowship's* success has far exceeded expectations. Over the years, IFCJ has been a leader in Jewish-Christian relations, building bridges of goodwill that have led to greater understanding and cooperation between members of these two great faiths. They have also helped hundreds of thousands of Jews escape poverty and anti-Semitism and return to their biblical homeland, funded humanitarian assistance that has touched the lives of millions of Jews in Israel and around the world, provided life-giving aid to Israel's victims of war and terror, and much more. Today, *The Fellowship* helps over 1.5 million people annually and focuses on aliyah, the immigration of Jews from the diaspora to the Land of Israel, ensuring security, and addressing and alleviating poverty.

Notable events for *The Fellowship* include:

- 1983 – Rabbi Yechiel Eckstein founds the Holyland Fellowship of Christians and Jews.
- 1990 – *The Fellowship* launches the On Wings of Eagles program to bring Soviet Jews to Israel following the collapse of the USSR.
- 1997 — *The Fellowship's* Isaiah 58 program is created to provide food, clothing, medical help and other lifesaving aid for orphans and elderly Jews in the former Soviet Union.
- 2002 — *The Fellowship* initiates Stand for Israel to mobilize U.S. churches, Christian leadership, and individuals to express their solidarity with the Jewish state through prayer and advocacy. The first International Day of Prayer and Solidarity with Israel mobilizes millions of Christians to pray for Israel.
- 2011 — *The Fellowship* is voted one of the "Top 50 Best Nonprofits to Work For" by *The Non-Profit Times*.
- 2017 – *The Fellowship* breaks ground for Beit Yedidut, Fellowship House, in Jerusalem.
- 2019 – Rabbi Yechiel Eckstein passed away doing the work that he loved and was called to do. With his passing, his daughter, Yael Eckstein, assumed the Presidency of *The Fellowship* with the same passion for the mission as her father.

#### Mission

*To promote understanding between Christians and Jews, build broad support for Israel, and replace our history of discord with a relationship marked by dialogue, respect, and cooperation.*

#### Key Info

*\$130 million annual revenue*

*100 U.S. office staff*

Visit IFCJ: [www.ifcj.org](http://www.ifcj.org)



As part of a long-planned transition, Rabbi Eckstein had been mentoring Yael to take on leadership of *The Fellowship*, publicly representing the organization alongside her father and working closely with donors and recipients of the aid provided. Yael has been with *The Fellowship* since 2005, serving in roles that included oversight of ministry programs; she has also been an international spokesperson. Headquartered in Chicago, the U.S. office of IFCJ is led by George Mamo, CEO, who has served *The Fellowship* as a global operations leader for more than 20 years. Robert (Bob) Dalton recently joined IFCJ as the Vice President, Major Gifts and Planned Giving, with a goal to strategically grow major giving to the organization.

As an organization, *The Fellowship* is committed to teamwork and communication, and considers its employees and supporters its most valuable resource. The staff strives to continually make *The Fellowship* a nonprofit leader and increase the organization's effectiveness in the lives of people who benefit from its programs.

*The Fellowship* is guided by a set of core values to which all staff adhere. These values include remembering that they are there to serve, work with integrity, and work creatively.



## THE MAJOR GIFT OFFICER

The Major Gift Officer will join a growing team of frontline fundraisers generating revenue in support of *The Fellowship*. This person will qualify, cultivate, and solicit donors at the five-figure level and above within a defined geographic territory. The Major Gift Officer will work closely with the Vice President of Major and Planned Giving to define a portfolio of donors and prospects, and work to engage those donors at increasing levels of giving to support the mission of IFCJ. The Major Gift Officer will also collaborate with their peers in major and planned giving to strategize and identify a pipeline of donors and prospects across giving streams. The ideal candidate will bring a strong passion for the mission of *The Fellowship*, an understanding of the issues facing Israel and the Jewish people, as well as a high level of comfort cultivating a donor base that is primarily evangelical Christian. The Major Gift Officer must bring prior success in cultivating and soliciting major gifts, an understanding of best practices in fundraising, and comfort working remotely.

*The Fellowship* is looking to add Major Gift Officers in the following locations: Atlanta, GA; Houston, TX; Dallas / Ft. Worth, TX; San Jose / San Francisco, CA.

## MAJOR OBJECTIVES

The Major Gift Officer will achieve these core objectives within the first 12 to 18 months:

- Qualify, define, and begin cultivating a portfolio of donors and prospects, within a defined geographic region, capable of giving at the five-figure level and above.
- Steward, engage, and solicit existing donors within the defined region.
- Generate funds in excess of \$500,000 within the first year, with a goal to increase revenue from the portfolio to \$2 to \$4 million over time.

## RESPONSIBILITIES

Primary areas of responsibility for the Major Gift Officer are as follows:

- Identify and qualify prospective donors within a defined geographic region to determine capability and propensity for major gifts that will help advance the mission of *The Fellowship*.
- Cultivate, solicit and steward a portfolio of donors giving five-figure gifts and above.
- Achieve individual success that includes creating and closing proposals with a giving goal of \$2 to \$4 million annually, as part of the overall growth strategy for the department.
- Work closely with the planned giving team to identify leads among major donors.
- Review reports from the middle donor program to identify major gift prospects.
- Manage all aspects of travel for donor cultivation and solicitation, targeting key donors in specific areas.
- Maintain records of all donor activity in donor management software.
- Coordinate with the Vice President of Major and Planned Giving to engage Yael Eckstein in the cultivation of key major donors during her trips to the U.S.
- Collaborate with the program and tourism teams in Israel to arrange visits for major donors who may be traveling in the area.
- Keep abreast of news and current events from the Middle East and those affecting Israel, as well as related industry trends.
- Help to broaden the reach of IFCJ by engaging younger donors whose interests may focus on IFCJ's humanitarian agenda.
- Cultivate significant donors as potential prospects for the IFCJ Board.

## QUALIFICATIONS

The Major Gift Officer will bring the following qualifications to the role:

- A minimum of five years of successful major gift fundraising, with significant experience increasing giving at the five-figure level and above, and comfort qualifying a high number of prospective donors.
- The ability to work independently and self-motivate to achieve success according to established metrics and growth strategy; comfort working remotely with colleagues and managers.
- Confidence to drive success in cultivating a portfolio of major donors balanced with the self-awareness to know when to seek advice, additional resources, or the collaboration of key leadership in building a donor relationship.
- A strong familiarity and established network within the philanthropic community and/or donor base within your defined region (Atlanta, GA; Houston, TX; Dallas / Ft. Worth, TX; San Jose / San Francisco, CA).
- The ability to travel domestically at least 50% of the time.
- Results oriented, highly organized, with a strong attention to detail and time management skills; the ability to work successfully with minimal direction.
- A deep understanding of both the Christian and Jewish communities, and a strong understanding of issues related to Israel and the Middle East.
- Proven ability to build relationships with a wide range of donors; comfort connecting with a largely-evangelical donor base around issues of faith.

- Excellent communication skills, both written and verbal, with donors and constituents internal to *The Fellowship*, including senior leadership, peers, and board members.
- Basic knowledge of planned giving is an advantage.
- A high level of comfort with technology, including MS Office programs (Excel, Word, PowerPoint), and donor databases; able to generate reports of donor activity utilizing existing systems as well as in person.
- Professional certification, such as CFRE, or membership in a professional organization strongly desired.
- A bachelor's degree in a related field, or equivalent experience in major gifts or planned giving.

## APPLICATION

International Fellowship of Christians and Jews has retained Campbell & Company to conduct this search on their behalf. The team for this project includes Marian DeBerry and Colleen Rogers. To be considered for this opportunity, please send a letter of interest, indicating your desired location, and resume to:

### **Colleen Rogers**

Consultant, Executive Search

[colleen.rogers@campbellcompany.com](mailto:colleen.rogers@campbellcompany.com)

(312) 896-8906



*International Fellowship of Christians and Jews is an equal opportunity employer.*

