National Executive Director of Development

Position Brief

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FOR MORE INFORMATION

KCI Search + Talent has been retained to conduct this search on behalf of NCSY. For more information about this opportunity, please contact Ellie Rusonik, SVP/Lead, KCI Search + Talent by email at NCSY@KCITalent.com.

All inquiries and applications will be held in strict confidence. Interested candidates should send resume and letter of interest to the email address listed above. ***Please note that we will be reviewing candidates on an ongoing basis, early submission is appreciated.***

The salary range for this position is $120,000 - $150, 000 plus annual performance and a comprehensive benefit package. NCSY is working within a hybrid model. This position will be based out of the NCSY National Office in Thornhill.

Accommodations are available on request for candidates taking part in all aspects of the selection process. If you require any accommodations, please notify the Search Consultant.

National Executive Director of Development

THE OPPORTUNITY

NCSY and Torah High, Canada's premier national outreach and education organizations for Jewish youth, are looking for a dynamic **National Executive Director of Development** to join their team as a fundraising leader for the organization. The National Executive Director will be accountable for establishing the strategic direction and leading the execution of the philanthropy program, aligned with NCSY's short and long-term growth plans. The National Executive Director must be passionate about engaging and inspiring giving that will propel the impact of outreach and educational initiatives for the Jewish community.

Reporting to the CEO, the new National Executive Director of Development will be responsible for managing and scaling our comprehensive fundraising program by building the strategy and implementing best practice systems and processes including pipeline development, moves management and leading our organization's revenue generation in collaboration with regional and national staff.

As a key relationship manager who is knowledgeable, connected, and engaged in the community, the National Executive Director will be accountable for a select portfolio of current supporters and donors, cultivating and securing significant gifts, while also developing new networks that build our donor profile. An innovative and confident leader, the incumbent will thrive in a purpose-driven environment and share in the passion of NCSY's mission and values, energizing a culture of philanthropy throughout our organization.

ABOUT NCSY

NCSY is the youth movement of the Orthodox Union. NCSY spans North America, Chile and Israel, connecting to tens of thousands of teens on a weekly basis in its Mission*:* To connect, inspire and empower Jewish teens and encourage passionate Judaism through Torah and Tradition.

NCSY's programs focus on Jewish teens in public schools with limited Jewish affiliation. NCSY connects with teens through innovative, cutting-edge social and recreational programs to develop a positive Jewish identity. NCSY inspires teens through informal Jewish education, retreats, and summer programs. NCSY empowers teens through leadership development and guidance to become passionately committed leaders of the Jewish community and instruments for positive change and renewal.

NCSY Canada is headquartered in Toronto, with branch offices in Ottawa, Montreal, and Vancouver, and programs serving smaller Jewish communities.

Our Mission

NCSY Canada is dedicated to ensuring the future of the Jewish people. We secure that future through building relationships with Jewish teens; increasing Jewish literacy by teaching them about their heritage and traditions; establishing lifelong connections to the Jewish people and Israel; and enhancing Jewish teens' growth in Judaism.

NCSY Canada creates and maintains an environment where these values are fostered, resulting in a maximization of the potential of each teen we encounter. Each encounter is used as an opportunity to expand the teen's relationship "with the Almighty", strengthen the teen's self esteem, and start them on the road to becoming the Jewish leaders of tomorrow.

Your Impact

The Generations Campaign

Generations is the boldest, most auspicious campaign that NCSY Canada has ever embarked on in its 71-year history. It is our Vision for 2030 to impact generations of Jews through innovative outreach on a scale that has never been attempted before. Our long-term "Generations Campaign" has earmarked reaching 18,000 teens in Canada by 2030, more than half the Jewish high school population in Canada.

With more teens interested in learning, growing, and connecting to their heritage and embracing their Jewish identity **it is more important than ever that we do better in engaging our youth.** Although NCSY Canada has made a significant impact across Canada, we strive to do better.

We want to make our dream of building a better Jewish tomorrow a reality.

ABOUT ORTHODOX UNION

The Orthodox Union (OU) is one of the largest Orthodox Jewish organizations in the United States. Founded in 1898, the OU supports a network of synagogues, youth programs, Jewish and Religious Zionist advocacy programs, programs for the disabled, localized religious study programs, and international units with locations in Israel and formerly in Ukraine. The OU maintains a kosher certification service, whose circled-U hechsher symbol, is found on the labels of many kosher commercial and consumer food products.

ADDITIONAL INFORMATION

- About NCSY
- Upcoming Events
- NCSY Canada Programs
- Summer Programs
- Shabbaton Q&A
- Jewish Family Experience
- NCSY Alumni
- Gap Year Program
- NCSY Giving Day
- Our Impact

KEY DUTIES AND RESPONSIBILITIES

Fundraising Strategy and Operations

Establish, coordinate, and execute strategic fundraising plans including measurable goals, schedule of activities, and associated budgets with an emphasis on increased and sustained revenue and manage their implementation.

- Maintain accountability for the major gifts business plans and revenue, in alignment with the mandate and working with the CEO and Chief Philanthropy Officer (CPO).
- Build and manage the department budget, report on progress towards goals and present those reports at board and committee meetings as needed to discuss.
- Lead the implementation of moves management and pipeline.
- Solidify policies and procedures for gifts and create major gift agreements.
- Develop and execute a fundraising strategy and implementation plan that is phased and segmented to reach mutually agreed upon revenue goals in the short-term and long-term across Canada.
- Create a robust and comprehensive stewardship program for donors.
- Oversee the administration of the donor database and preparation of reports.
- Manage fundraising team and associates, both regionally and nationally, to achieve key goals including KPIs.
- Drive the successful execution of fundraising events in collaboration with the operations and logistics teams.
- Provide updates and reports to senior leadership on the status of fundraising projections and achievements.
- Act as a compelling ambassador for NCSY's mission, vision, and values.

Leadership and Team Management

- Recruit and lead the philanthropy and fundraising team. Provide coaching and performance management and create opportunities for professional development.
- Work closely with the Leadership Team, Board, and staff to lead the development of integrated plans and strategies for fundraising & stewardship and associated communications.
- Work proactively to build a culture of philanthropy and forge strong commitments and ties to the community.
- Contribute to the Leadership team and ensure that the organization is progressing towards meeting strategic goals and priorities outlined in the Generations Campaign.

Major Gifts

- Responsible for the targeted cultivation, solicitation, and stewardship of a portfolio of key major donors and prospective donors. Manage a portfolio of prospects/donors to achieve revenue targets.
- Manage a personal donor portfolio of donor relationships.
- Oversee the preparation of funding proposals for prospective opportunities.
- Working with colleagues to define funding priorities and create compelling cases for support.
- Develop and execute a donor acquisition strategy including prospect identification and qualification, engagement, cultivation, and solicitation with a focus on growth.

Volunteer and Board Engagement

- Prepare the CEO, CPO, and Board Members, lay leaders, volunteers to participate meaningfully in fundraising efforts to develop and nurture relationships with key donors.
- Support an engaged network of lay leaders by providing tools, materials, coaching and advice with respect to their fundraising efforts.
- Collaborate with and support the Senior Leadership Team, the Board, and other staff and volunteers to optimize their effectiveness as fundraisers for NCSY.

QUALIFICATIONS & COMPETENCIES

- Progressive fundraising leadership experience and proven success in developing and executing fundraising strategies, programs, campaigns, and events.
- Relationship building, fundraising and philanthropy experience with a proven track record of engaging a wide range of constituents.
- Experience building and maintaining a donor portfolio and building networks to cultivate relationships to secure philanthropic giving including individuals, corporations, and foundations as well as events.
- Ability to coach and mentor staff to develop high-performance teams, as well as set and achieve strategic objectives.
- Experience developing and managing departmental budgets.
- Experience working with boards, lay leaders and senior volunteers with the ability to enhance and cultivate existing relationships.
- Demonstrated strategic planning skills and entrepreneurial creativity in building organizational capacity with high standards for quality.
- Expert written and oral communications skills with a highly developed ability to effectively communicate impact and instill confidence in donors and our community.
- Ability to build solid internal relationships with diverse existing teams, and lead and manage change.
- Experience in working with CRMs, data, and donor management systems.
- Comfortable with a fluid and fast-paced environment.
- Passion for the mission and mandate is essential.
- Knowledge and engagement with the Jewish Community with a focus on education and/or youth considered an asset.

BIOGRAPHIES

Rabbi Black, Chief Executive Officer

Rabbi Glenn Black brings over 32 years of experience to his role as CEO of NCSY Canada. He began his journey with NCSY in 1992 as a program coordinator, demonstrating a passion for youth engagement. His dedication was recognized, leading to his promotion to regional director in 1994. In 2005, Rabbi Black assumed the leadership role of CEO, guiding NCSY Canada's growth and impact.

Rabbi Black's expertise extends beyond the borders of Canada. He serves as a consultant to the international office of NCSY and has held various consulting positions within NCSY's international network. A sought-after speaker, Rabbi Black has travelled across North America, running programs and delivering lectures in numerous cities throughout the United States and Canada.

Rabbi Black's academic background combines a Marketing Degree from Yeshiva University, as well as rabbinical ordination (Semicha).

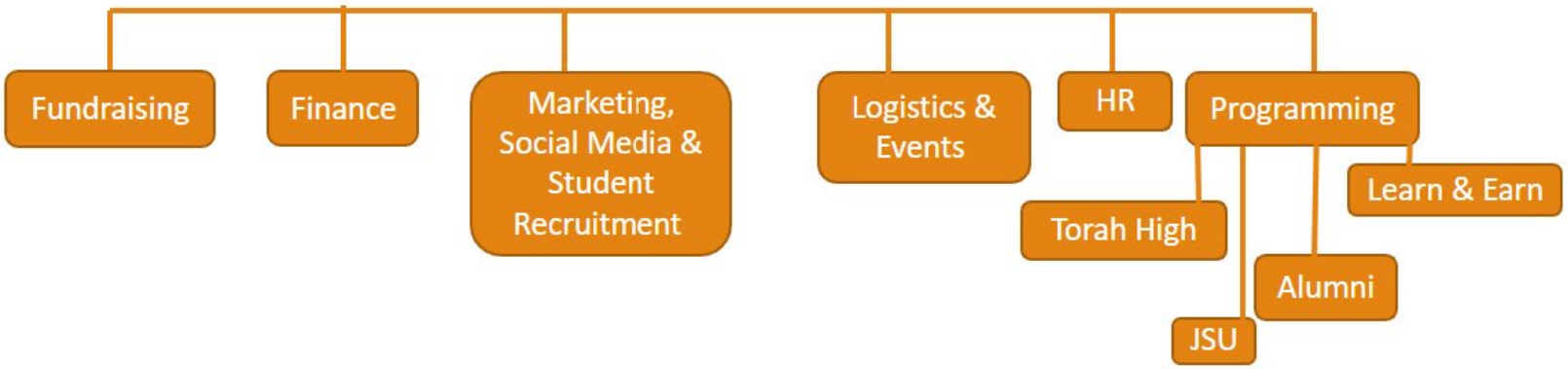
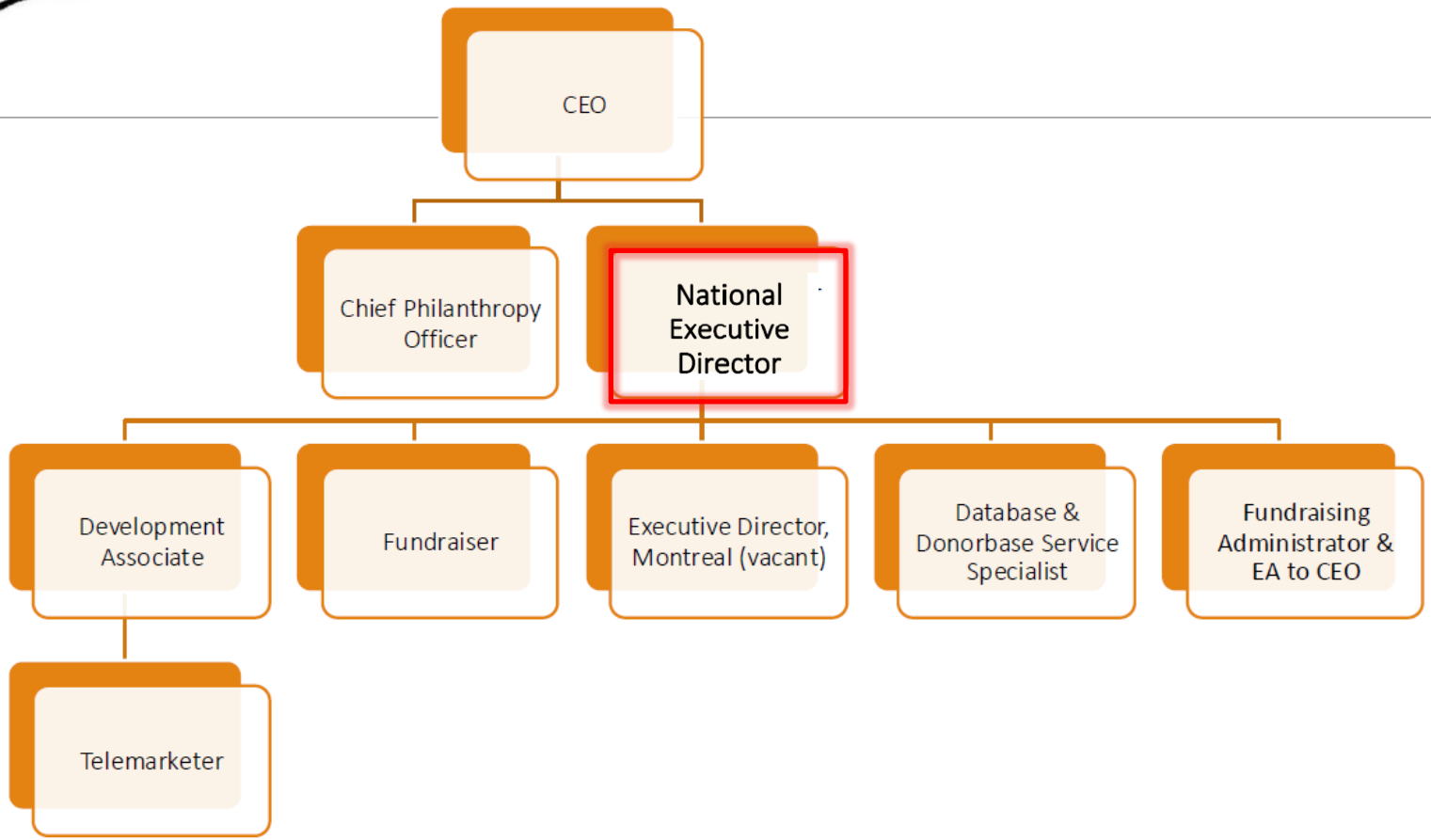
Sonya Budd, Chief Philanthropy Officer

Sonya Budd joined NCSY Canada in 2011 as Director of Development, bringing 10 years of experience raising money for Jewish institutions and 15 years as National Sales Manager in manufacturing.

Sonya was promoted to Chief Philanthropic Officer, July 2023, and has been an invaluable asset to NCSY. Her exceptional skillset, unwavering energy, effective communication, relentless hard work, unwavering discipline, unbreakable resilience, steadfast perseverance, and unwavering integrity distinguish her as one of the finest fundraisers in the field.

ORGANIZATIONAL CHARTS

Org Chart by Department



Fundraising Department