Endowment Development Officer

Jewish Federation of Cincinnati

(Position now open)

Legacy gifts are the key to ensuring a thriving Jewish community well into the future. Join a dynamic and committed team of professionals at the Jewish Federation of Cincinnati and be the one to introduce the message about the role legacy gifts play to sustain the temples, synagogues, agencies, and organizations which are so vitally meaningful to the community as a whole, and important to individual members of the community.

If you are familiar with the Jewish community, a genuine “people-person” with an outgoing personality, committed to helping others live their traditions through planned gifts, and want to make a difference every day, this may be just the opportunity for you! Familiarity with the benefits of planned giving would be helpful, but more important is the ability – and experience -- to connect with individuals and families on a very personal basis.

Reporting to the Director of Gift Planning & Endowments, you won’t be sitting behind a desk, rather you will be out meeting and engaging prospective endowment donors in meaningful discussions and helping them decide how they can make a difference for future generations. The ideal candidate will have demonstrated the ability to successfully identify prospective major donors, build sustained relationships, engage them as loyal donors, and close gifts.

While demonstrated success in a professional fundraising role is preferred, success in consultative or relational sales will be considered. Ideal to have a bachelors degree in a relevant field (even better, an advanced degree); active listening skills; proven relationship building and stewardship success; familiarity with donor management system(s); exemplary oral, written and interpersonal skills; collegial personality; and a hunger to succeed. To review the position description, visit http://www.sbyco.com/jfc-description.aspx.

The position is open and ready for the right person. Confidential nominations and applications are encouraged on or before Tuesday, 16 December 2014. Serious candidates must include a cover letter specific to this opportunity with the Jewish Federation (generic responses will be returned), resume, compensation expectations, and 3 professional and 2 personal references with email and telephone numbers. Confidentiality
is assured all parties; no listed references will be contacted without prior approval by nominee/applicant. All correspondence will be acknowledged by email.

**By U.S. Mail**  
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**By electronic mail**  
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