

## Director, Atlanta, Southeast Region

**Division:** Development  
**Reports to:** Chief Executive Officer

### About ORT

ORT America, (OA), is the largest fundraiser for World ORT's global education network. For more than 140 years, ORT has provided access to educational resources and job-training in under resourced communities in 40 countries. Throughout Israel, Ukraine, Europe, Latin America, and beyond. ORT schools and job training programs support thousands of educators who teach core STEM (Science, Technology, Engineering & Math) subjects and facilitate Jewish experiences so that students and families can participate in a vibrant Jewish life.

### Scope of work

ORT America is seeking a dynamic, experienced professional with a strong set of fundraising and management skills to serve as the Director of the Southeast Region centered and based in Atlanta. The successful candidate will have a passion for ORT's educational mission; develop and implement strategies to engage donors, including individuals, foundations, and Federations. The Director must have an in-depth knowledge of the Jewish philanthropic landscape in Atlanta and surrounding communities in the Southeast.

This person works closely with a core of volunteers and has high level ability to motivate and engage current and future donors. The Director demonstrates ability to implement projects independently and meet annual financial goals.

The Southeast Regional Director is an integral member of ORT America's national fundraising team.

### Essential responsibilities

- Identify, cultivate, and solicit a portfolio of major and planned giving donors and prospects
- Develop strategies for cultivating donors and prospects, in partnership with OA national leadership, in order to grow regional giving
- Match major donors, foundations and Federations with specific needs as identified by World ORT for designated funding.
- Convene the board, organize regular meetings and engage members in local and national activities.
- Serve as point person for the relationship between ORT America and the Jewish Federation of Greater Atlanta.
- Establish a cohort of younger ORT members – target should be 35 – 50 years of age from a variety of geographic areas and social networks in Atlanta.
- **Network within the established Atlanta (and other) Jewish communities to grow ORT's presence.**
- Manage regional budget and assist in evaluating results of all events and activities in the region with regard to cost and profitability, and work with lay leadership to maximize return on investment.

- Oversee development of written materials for events and newsletters, with a consistent presence on social media
- Undertake special projects as assigned

**Education Required:** Bachelor's Degree

**Experience Required:** 5-7 years of experience in fundraising or related field; track record of success in major donor fundraising; additional experience in planned giving and volunteer management is desirable. Knowledge of the Jewish philanthropic landscape.

**Technical Skills:** Proficiency in MS Office Suite and use of TEAMS; ability to learn CRM software is required;

**Additional skills required:**

- Excellent verbal and written communication skills
- Ability to successfully manage external relationships and effectively liaise with colleagues at all levels
- Demonstrate strategic and creative thinking while being flexible; ability to change course and continue with project or program
- Motivated, energetic, detail oriented
- Strong organizational skills (able to work independently, flexibly, and productively in a fast-paced environment)

**Benefits Package Offered**

**Pay Range: \$90,000 - \$120,000**

**For additional information contact Allison Weinger, CEO, ORT America at [aweinger@ortamerica.org](mailto:aweinger@ortamerica.org).**

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