



CHIEF DEVELOPMENT OFFICER

Ramah Darom

Role Summary

Ramah Darom seeks a Chief Development Officer who is a highly motivated, mission-driven and a proven strategic fundraiser to join the organization's Leadership Team. Ambitious and entrepreneurial, the Chief Development Officer will have the opportunity to continue elevating philanthropy among current donors and building a pipeline of the next generation of major donors, including but not limited to camp and retreat alumni, parents, grandparents, community leaders and foundations.

We are seeking candidates who are motivated to build upon a strong culture of giving – responsible for planning and implementing all fundraising strategies and activities for the organization. This includes overseeing major donor engagement, annual fund strategy, grants management, and leading comprehensive campaigns which includes capital, capacity investment and endowment development.

The Chief Development Officer will report to the CEO, and work closely with the Board of Directors. The candidate will be relied upon to strategically engage professional and lay leadership in the cultivation, solicitation and stewardship of donors. This individual will play a key role in governance and board management. The Chief Development Officer will have a strong background in systems, processes and technology to maximize opportunities to identify and cultivate the next generation of major funders. This individual will continue to increase Legacy giving and alumni engagement.

The ideal candidate will have high emotional intelligence coupled with strong fundraising and managerial skills and an appreciation for and a love of Jewish camping and immersive experiences. They will be a stellar communicator and collaborator and be able to articulate the vision and values of Ramah Darom to internal and external stakeholders. Lastly, the Chief Development Officer will have experience working in small and nimble organizations and an enthusiasm to take on additional roles and tasks as a member of a lean and collaborative management team.

Primary Job Responsibilities

- Set Development Strategy:
 - Develop and implement short and long-term development plans to meet established fundraising goals and objectives.
 - Be an active player in the organization's Leadership Team and participate in high-level decisions.
 - Define strategies and priorities for different donor constituency groups including and not limited to camp and retreat participants, parents, alumni, grandparents and community funders.
 - Manage and collaborate with Board and professional leadership on engagement of donors including cultivation, solicitation and stewardship.
- Oversee Annual Fund & Capital Campaign:
 - Oversee continuous growth and management of the annual fund.
 - Strategize and create appeals and maintain an annual calendar of solicitations for giving through the annual campaign.
 - Work with Leadership Team to develop marketing and messaging strategies.
 - Manage all aspects of Capital Campaigns including and not limited to the development of solicitation strategies, preparation of solicitations, proposal creation.
 - Prepare regular reports to Board of Directors on Campaign progress.
 - Work with consultants and architects on donor recognition, as appropriate.
 - Work with the Finance Manager on gift entry processes and acknowledgment letter management.
- Solicit Major Gifts, Grants & Grow Endowment:
 - Proactively communicate with donors, steward prospects, solicit gifts, and build relationships.
 - Identify and qualify pipeline of major donors.
 - Manage all aspects of the grants process; strategize on approach, track opportunities, manage timelines and provide follow-up, including all reporting functions.

- Explore and implement strategies to optimize grant research including the development of online resources, joining organizations to assist with identifying prospects, and networking.
- Oversee growth of Ramah Darom Endowment.
- Support Board Management & Relations:
 - Together with CEO act as Board Liaison.
 - Professional liaison to Board lay Development Committee.
 - Prepare all materials for board meetings, board orientation and board surveys.

Reporting Relationships:

- Reports to: CEO
- Supervises: (1) Development Manager (2) Marketing & Communications Director

Ideal candidates will possess the following credentials and skills:

- BA or BS degree required.
- 8+ years of fundraising experience with annual gifts totaling \$1M+.
- Proven success in identifying, engaging, soliciting and stewarding major donors.
- Track record of achieving fundraising goals, with demonstrated success closing gifts of five and six figures.
- Experience in partnering with internal leadership on donor engagement, grant applications and fund development activities.
- Highly motivated self-starter who can work independently with minimum direction while driving deadlines with internal and external colleagues to maximize the effectiveness of projects and programs.
- Highly organized and detail-oriented, flexible and collaborative, with an ability to prioritize and manage multiple tasks simultaneously.
- Excellent written and oral communication and proofreading skills and an ability to communicate effectively and persuasively to articulate the mission of Ramah Darom.
- Proficiency in donor database CRMs, Microsoft Office suite, including Excel and PowerPoint.
- Ability to travel for donor visits and participate in programs on Ramah Darom's Campus as needed.

About Ramah Darom

Nestled in the foothills of the Blue Ridge Mountains and surrounded by the Chattahoochee National Forest, Ramah Darom is a welcoming place that offers experiential Jewish programs for all ages throughout the year. In the summer, campers at Camp Ramah Darom have transformative Jewish experiences: they learn new skills, forge identity, gain independence and build lifelong friendships. During the year, Ramah Darom Retreats at the Kaplan Mitchell Retreat Center offer adults and families the chance to explore, learn, create, connect, build community and further their passions and interests through a Jewish lens.

The breathtaking 185-acre campus is available for rentals from mid-August through mid-May for synagogues, schools, community and corporate groups, and family celebrations. With a strong focus on our North Star, Ramah Darom strives to inspire a lifelong love of Jewish values, tradition and community by bringing people together for exceptional, immersive experiences in Jewish living and learning at every stage of life. To learn more about Ramah Darom, please visit: <https://www.ramahdarom.org/>

Salary Range: Annual compensation range \$150,000 - \$180,000 (commensurate with experience)

Benefits include health insurance, retirement contribution and camp tuition/program discounts. In addition, position is eligible for the [Jewish Community Professional \(JCP\) Tuition Grant](#). The JCP Tuition Grant Program provides up to half off tuition to any participating, eligible Jewish day school in Atlanta.

Applications: Interested candidates should send a resume to CEO Scott Topal (scott@ramahdarom.org) with the subject line of "Chief Development Officer Application – Your Name".