



JOB ANNOUNCEMENT

DIRECTOR of PHILANTHROPY and SOCIAL IMPACT

ABOUT THE JEWISH COMMUNITY FOUNDATION

The Jewish Community Foundation of San Diego (JCF) inspires, educates and engages with individuals and families to make them effective philanthropists and social investors, all through a lens of Jewish values. JCF develops and manages philanthropic vehicles and assets, including donor-advised funds, endowments and organizational funds. A philanthropic innovator, the JCF is a leading community foundation in offering impact investment opportunities to its donors. JCF is also renowned nationally for its Endowment Leadership Institute, a model that has been replicated across the country.

Over the past 50 years, the JCF has granted more than \$1.5 billion to 6,000+ organizations on behalf of more than 1,000 donors, making it the largest grantor in San Diego. Nearly \$1 billion of these funds have assisted organizations in our immediate community; close to \$500 million has supported Jewish causes.

The work of our 17-member staff and 22-member Board is guided by JCF's two core beliefs:

1. We believe in the power of every individual to make a difference and that together we can change the world.
2. We believe in the innate value of Jewish tradition, of living Jewish values in the present and ensuring a vibrant Jewish future.

OVERVIEW OF THE JOB

The **Director of Philanthropy and Social Impact** is passionate about helping donors change the world in ways that honor Jewish values. With significant experience initiating, nurturing and growing relationships with donors, the Director fosters opportunities for people at all levels of affluence to make an impact on the causes that matter to them. The Director is energized by building relationships that result in greater social good. A caring and trusted advisor, the Director connects donors to nonprofit organizations in San Diego, across the nation, in Israel, and around the world .

The Director will manage a team of 3 and will report to the Vice President, Operations. The Director is responsible for:

Attracting New Donors

- Demonstrating JCF's core beliefs -- the power of every individual to change the world and the innate value of Jewish tradition -- by example
- Communicating the work of the JCF to stakeholders of all types in a passionate, effective and compelling manner in both written and oral formats. Representing the Foundation at community events.
- Initiating, nurturing and growing relationships that result in new donors and increased assets for the Foundation

- Developing programs and materials that educate and inspire the community

Donor Relations

- Working with donors to drive JCF's impact in the community.
- Empowering donors to be change agents for the causes they care about by strategically connecting them to Jewish and secular nonprofit organizations in San Diego, the U.S., Israel and throughout the world
- Engaging and guiding sensitive and strategic conversations about issues of wealth and philanthropy
- Confidentially advising individuals and families in all manner of planned-giving tools such as estates and trusts, IRA's, and other complex assets
- Introducing donors at all levels of affluence to forward-thinking social investment tools and vehicles that can help them expand their impact
- Designing and orchestrating events and programs that provide meaning and value to individual donors and groups of donors
- Supervising staff that manage the Jewish Women's Foundation and Jewish Teen Foundation

Administrative Leadership

- Partnering with staff at all levels within JCF on existing and new efforts to serve donors and nonprofits
- Maintaining a culture of trust, collaboration, accountability and partnership among his/her colleagues and direct reports
- Communicating in a timely and responsible manner to internal and external stakeholders

Other duties as required

SKILLS AND QUALIFICATIONS

- Philanthropically literate and resourceful
- Experienced in, sensitive to, and adept at working with high net worth individuals and families
- Experience managing a team, ideally within a nonprofit organization
- Excellent communicator and presenter
- Innovative and creative thinker
- Proven superb relationship-building skills and experience
- Able to prioritize, negotiate and work with a variety of internal and external stakeholders
- Good organization and problem-solving skills
- Committed to leading by example
- Demonstrated passion for creating change
- Understanding and appreciation for Jewish values and tradition
- Knowledge of impact investing a plus
- Undergraduate degree required; graduate degree welcome but not required

The ideal candidate has previous experience working for a community foundation and/or as a philanthropic advisor.

Salary range: \$90,000 - \$120,000. Generous benefits provided

How to Apply: Please submit a resume and cover letter via email to: resume@jcfsandiego.org