



About Jewish Funders Network

Jewish Funders Network is a community that grows the size and impact of Jewish philanthropy. We connect funders together, empower individual excellence, and catalyze collective action. We work for a vibrant, meaningful, inclusive, interconnected, creative, and compassionate world.

JFN's Mission

JFN works with Jewish funders, at the individual and collective levels, to improve the quality of their giving and maximize their impact as they make the change they want to see in the world. JFN leverages the power and the creativity of networks to produce change in the Jewish world.

About this position:

Director of Member Engagement

Job Summary:

Within JFN's new strategic framework called JFN 3.0, a new position is being created, encompassing the traditional member services responsibilities and new avenues of engagement for different cohorts of members and prospects.

Overall, the mission of this position is elevating the quality of philanthropic practice in the Jewish Community while ensuring high levels of membership satisfaction and commitment.

The Director is responsible for developing and overseeing JFN's member relationship and engagement strategies, including membership recruitment and retention, developing relationship management and stewardship systems, and ensuring a robust programmatic and educational offer for members and prospects according to their specific needs. The Director is also tasked with identifying opportunities to cultivate new connections between members, enhancing the value proposition and membership experience towards strengthening the network's overall impact on the Jewish world.

The Director will develop outreach strategies for specific populations and develop programs, initiatives, and communities of practice to foster philanthropic excellence in the Jewish Community.

Principal Duties and Responsibilities:

- Work in partnership with the EVP to identify and recruit new members in selected populations.
- Increase membership revenue through dues and make recommendations for the implementation of additional earned income strategies that meet the needs of our members.
- Identify opportunities for JFN partnerships with and between members of the network including Member-to-Member customized introductions.
- Develop, implement, and maintain a Members Stewardship System that allows JFN to know its membership and increase their satisfaction by creating tailored services and programs.
- Work in partnership with the VP of Programs to oversee the development and implementation of programmatic opportunities for members.
- Identify and cultivate different segments within the JFN constituency.
- Develop learning opportunities and communities of practice around different aspects of philanthropic practice knowhow - like impact investment, evaluation, family philanthropy, general philanthropic literacy, grantee relationship, collaboration, etc.
- Work in partnership with the EVP to identify trends in JFN membership and the broader Jewish world to create opportunities for JFN members.
- Develop and implement JFN Relationship Management strategies and tailored programmatic offers for different cohorts within the JFN population – young funders, professionals, women, Community Foundations, etc.
- Work along side the chair of the Board Membership committee to articulate JFN's value proposition and mobilize the committee to support JFN in the growth of the network.
- In cooperation with the communications director and EVP, develop a comprehensive strategy for member and stakeholders communications.
- Work in partnership with JFN Israel and JFN West to deliver consistent and cohesive experience for all members and assist in the production of a robust program offering in every region.
- Supervise a team of professionals tasked with relationship management, network weaving, and program development.
- Supervise the work of the membership team in relation to membership administration, including database, new memberships, renewals, policies, recordkeeping, correspondence, etc.

Qualifications:

- Minimum 7 years experience as a senior professional with a deep understanding of JFN members and potential members, and a creative sense about the role JFN can play in independent Jewish philanthropy.
- Proven track record in recruitment, retention, and expansion of membership and revenue.
- Exceptional written and oral communication skills.

- Ability and commitment to being part of a dynamic staff team.
- Ability to supervise and motivate a team while ensuring their effectiveness and satisfaction.
- Ability to establish and contribute to a positive workplace culture.
- Entrepreneurial spirit, flexibility.
- Ability to maximize the use of technology as a user-friendly, service enhancement benefit of JFN membership.
- Capacity to be a fast learner in a wide ranging of issues.
- Knowledge and/or exposure to cutting edge philanthropic knowhow.
- Comfort working with wealthy individuals from diverse backgrounds.
- Personal commitment to the Jewish philanthropic enterprise.
- Willingness to travel.

TO APPLY

Please send a cover letter, resume, and three references to search@jfunders.org with “Director of Member Engagement” in the subject line. Only email submissions will be considered.