Job Title: Vice President of Philanthropy
Job Duration: Full Time
Job Location: New York, NY

70 Faces Media, the largest and most diverse Jewish media organization in North America, is seeking an experienced and skilled fundraiser and strategist to join the team as Vice President of Philanthropy. This is a challenging role for an exceptionally talented leader.

Background:

70 Faces Media is a mission-centric non-profit that publishes five brands that educate, engage, and connect people to Jewish knowledge and Jewish community: the Jewish Telegraphic Agency, My Jewish Learning, Kveller, Alma, and The Nosher. Those brands welcome a combined 3 million+ users per month to their websites, as well as generating 1 monthly million video views.

This is a time of momentum for 70 Faces Media, which is increasingly viewed as being on the forefront of creating infrastructure for Jewish engagement online, and adopting innovative content and marketing strategies for reaching diverse audiences. This dynamic, fast-moving organization now employs a growing, 32-person team, with scores of freelance contributors across North America and around the world.

The Position:

The Vice President of Philanthropy will play an integral, mission-critical role, leading philanthropic resource development of all kinds and advancing 70 Faces Media's mission. 70 Faces Media currently generates approximately $3.2 million per year in recurring annual philanthropic support (in addition to nearly $2 million in business revenue). The organization has a goal to maintain existing support and grow annual support at least 10% year-over-year in the coming years, while also periodically securing capital support and other special gifts.

To accomplish these goals, the VP of Philanthropy will be taking the lead in adapting and implementing the organization’s strategy, while partnering with the CEO, an engaged Board of Directors, and colleagues to achieve sustainable increases in support from individuals, foundations and corporations over the next several years. The VP of Philanthropy will be responsible for launching and leading innovative growth initiatives that will broaden, deepen and diversify 70 Faces Media’s base of donors, for personally soliciting and securing gifts and grants, and for galvanizing the development team to apply fundraising best practices, strategy, creativity and entrepreneurial spirit.
Specific Responsibilities:

Identify and Build Relationships with Mission-Aligned Foundations
The VP of Philanthropy will work with staff (including the CEO and Assistant Director of Development) and the board to identify mission-aligned foundations that might support our work. The VP of Philanthropy will also work with editorial, audience, and content teams to understand the organization’s evolving strategy and areas of growth. Armed with knowledge of the organization’s work and potential growth, the VP of Philanthropy will be able to make a compelling case for support to potential funders at every stage of the grant cycle, from engagement to proposal to reporting.

Grow and Broaden Major, Individual Support
The VP of Philanthropy will bring expertise in all areas of fundraising, with special strengths in building pipelines for major donors and relational major gift fundraising. S/he will excel at building relationships and be a persuasive frontline fundraiser and storyteller, inspiring people to support the mission. S/he will build a culture of philanthropy and create cross-promotional fundraising opportunities across the various brands.

Engage the Board and Maximize Board Giving and Solicitations
The VP of Philanthropy will work to ensure that serving on the board of directors for 70 Faces Media is a meaningful and gratifying experience for lay leaders. S/he will partner with the board to maximize fundraising from individuals and foundations. S/he will solicit board members for their gifts, and work with board members to solicit their peers. The VP of Development will also assist in identifying new board members that will enhance 70 Faces Media’s resources, stature, and/or expertise in fulfilling its mission.

Maintain Existing Philanthropic Support from Foundations and Individuals
The VP will be responsible for working with the Assistant Director of Development to ensure grant proposals and grant reports are submitted on a timely basis. This includes significant drafting and editing, working with program staff to determine how to convey the organization’s successes, challenges, and opportunities for growth, and creating and understanding budgets with the help of the organization’s finance team.

Manage and Develop the Department and Staff
The VP will be a strong manager of people and business, including budgeting skills and ROI analysis. The VP of Philanthropy will develop talent, build a team and create an environment of collaboration and high standards. S/he will be an outstanding strategist, a collaborative peer leader and a hands-on mentor and player-coach for staff.

Qualifications:

The successful candidate must believe in and be committed to the mission and core values of 70 Faces Media. Additional attributes include:

● Demonstrated success in a leadership role within a development function at another nonprofit or extraordinary success in program execution or content creation at another organization with a natural affinity for development.
● Experience building and maintaining long-term relationships with donors and in asking for and closing major gifts and grants.
Ability to build and lead a creative, collaborative and effective development team, while working closely with the CEO, board and management team
Entreprenurial, resourceful and goal oriented
Collaborative, can-do spirit
High integrity, intellect and emotional intelligence
Outstanding interpersonal, listening and relational skills
High energy, creativity, and the ability to “roll up your sleeves”
Ability to manage multiple complex projects with diplomacy, tenacity, patience and a drive for results
A collaborative, team-based work approach that prioritizes the team and mission over individual egos and agendas
The capacity to thrive in a fast-paced environment, to adapt and produce quality work under pressure
Superior written and verbal communications skills

Salary will be commensurate with experience, in the range of $120,000-$160,000. 70 Faces Media is an equal opportunity employer. For more information about 70 Faces Media, please visit the organization’s website at http://70facesmedia.org/

To apply for this position, please send a resume and cover letter to jobs@70facesmedia.org with “VP of Philanthropy” in the subject line.