



Director of Development

Overview and History:

[Saul Mirowitz Jewish Community School](#) is a pluralistic Jewish independent school for children kindergarten through eighth grade. It offers a fully integrated general and Jewish studies curriculum that stimulates young minds, inspiring students to become independent thinkers & creative learners, as well as proud, knowledgeable, and compassionate Jewish leaders.

Saul Mirowitz Jewish Community School is seeking a **Director of Development** who will lead their fundraising efforts including the creation and implementation of an overarching strategy to include the school's Annual Campaign and Gala. Key focus areas include cultivating individual and institutional donors, major gift solicitations, developing fundraising communications, planning events, and integrating the Board of Trustees into the school's development efforts.

Reporting to the Head of School, the Director of Development will showcase the school through innovative communications, outreach, and events that will help the school to enhance their philanthropic support. Successful candidates will demonstrate achievement in nonprofit development, will work well independently and collaboratively, possess strong organizational and written/oral communication skills, and have demonstrated ability to maintain strong relationships in a warm, nurturing, and tight-knit community. Ideally, candidates will have familiarity with the Jewish day school environment and a passion for both Jewish communal fundraising and Mirowitz's mission.

Key Responsibilities:

- Partner with Head of School to develop and implement a comprehensive fundraising strategy
- Create and implement annual fundraising objectives and report on achievement of these objectives
- Drive priority setting, time management, and orchestration of all development activities
- Serve as the main point of contact for existing foundation and corporate relationships; proactively research and pursue new grant opportunities
- Facilitate and oversee the Annual Giving Campaign and Annual Gala
- Create and implement alumni engagement, donor recognition, and community cultivation events
- Develop annual fundraising budget; monitor and track progress
- Manage all fundraising operations including reconciliations, reporting, gift processing, and acknowledgement letters
- Work closely with the Director of Marketing to write compelling messages; execute direct mail and email solicitation
- Promote and grow the Elijah's Cup Giving Society
- Partner with Board and lay leaders on fundraising planning and solicitation
- Actively participate in Board and Committee meetings and prepare materials as needed
- Build ongoing relationships with key stakeholders in the community, including Jewish Federation of St. Louis

Position Summary

Posted: May 2024
Salary: \$130K-\$150K
Location: St. Louis, MO

Qualifications & Skills:

- 5+ years' experience in fundraising and major gifts
- Strong organizational skills with strong attention to detail
- Familiarity with Jewish day school and/or Jewish communal fundraising highly preferred
- Comfortable working both independently and as part of a team
- Excellent donor relations and customer service skills
- Skilled in creating powerful & compelling written and oral communications
- Committed to the mission of Saul Mirowitz Jewish Community School
- Proficiency with Google Suite and Bloomerang (or similar donor databases)
- Flexibility in working occasional nights and weekend hours

To apply, please submit a resume & cover letter to **Beth Greenberg, Consultant, Evolve Giving Group**: beth@evolvegg.com

Saul Mirowitz Jewish Community School is an inclusive community and makes all employment decisions without regard for an individual's race, creed, color, religion, national origin, nationality, sex, or any other basis protected by applicable law.

