



World ORT | ORT America
Chicago Regional Development Officer
Chicago, IL

Background

ORT's global educational network, schools, colleges, and international programs reach more than 350,000 people across 40+ countries. With generous support from its donors, ORT's schools and programs reach underserved students by bridging the gap between aptitude and opportunity, as they work to expand knowledge, build autonomy, and strengthen Jewish identity.

In Israel, World ORT *Kadima Mada* ("Science Journey") programs focus on empowering disadvantaged students in the country's under-resourced periphery to become self-sufficient and gain confidence in their ability to succeed. Due to ORT's innovative programs and quality instruction in science, technology, engineering and math (STEM), ORT students in Israel obtain translatable knowledge and transferable skills that can meet the demands of the 21st century job market.

In **Europe**, the **Former Soviet Union**, and **Latin America**, ORT expands access to high quality STEM education, while simultaneously enriching individuals' Jewish identities. In the process, ORT is bringing back to life a religious and cultural experience that was lost to many regions for decades. Through the study of Jewish culture, language, history and traditions, ORT's Jewish curriculum counters assimilation, renews Jewish communal life, and deepens connections to Jewish identity for generations to come.

Position

The organization is seeking a dynamic and results-oriented Regional Development Officer to join its fundraising team. This role focuses on identifying new prospects, stewarding an existing portfolio of donors, and partnering with the CDO to manage and develop relationships with Jewish Federations and major donors across Illinois. The role will implement major gifts fundraising strategies to support the mission. The ideal candidate will have a proven record of accomplishment in major gifts fundraising, excellent relationship-building skills, and a passion for advancing education as a gateway to success through a global network of schools and programs.

Responsibilities

- **Prospect Identification & Cultivation:** Identify and research potential major gift prospects, with a focus on the Chicago metro area and surrounding region; develop cultivation strategies; maintain a robust pipeline of prospects.

- **Major Gifts Fundraising:** Execute major gift strategies to meet annual revenue goals; solicit gifts through meetings, calls, and written proposals.
- **Donor Stewardship:** Acknowledge gifts promptly; create stewardship plans to deepen relationships; provide regular donor impact updates.
- **Collaboration & Coordination:** Partner with the Chief Development Officer and colleagues to align efforts; collaborate with program staff to understand funding needs and develop case statements; participate in regional and national events.
- **Reporting & Data Management:** Maintain accurate donor records; prepare fundraising activity reports; analyze data to improve outcomes.

Qualifications

The ideal candidate will possess the following qualifications and qualities:

- Bachelor's degree required; advanced degree preferred.
- 5+ years of major gifts fundraising experience with a proven record of securing significant donations.
- Strong fundraising knowledge and best practices.
- Excellent communication and relationship-building skills with diverse stakeholders.
- Highly organized with strong project management skills and attention to detail.
- Ability to work independently and collaboratively.
- Willingness to travel extensively within the Chicago metro area and surrounding region.
- Proficiency in Microsoft Office; Raiser's Edge and Office 365 a plus.
- Knowledge of or experience with Jewish community desirable.

Personal Attributes

- Passion for the mission of strengthening Jewish life and global Jewish communities.
- A builder and strategic thinker—proactive, innovative, and able to anticipate challenges.
- Collaborative leadership style with the ability to bridge marketing and fundraising cultures.
- High emotional intelligence, cultural sensitivity, and ability to inspire stakeholders across continents.

Compensation & Benefits

- Salary in the range of \$135,000-\$150,000 depending upon experience.
- Paid family leave.
- Comprehensive health insurance.
- 401k plan.
- Commuter benefits.
- Jewish Holidays
- Shortened Friday hours.

For more information or to apply, please email:

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