

FLORIDA REGIONAL DEVELOPMENT OFFICER

Location: Florida | Reports To: Chief Development Officer

ABOUT THE ORGANIZATION

For more than 140 years, World ORT has provided access to educational resources and job training in under-resourced communities in Israel and dozens of countries around the world. Its schools and job training programs support thousands of educators who teach core STEM subjects and facilitate Jewish experiences so that hundreds of thousands of students and families can participate in a vibrant Jewish life.

JOB SUMMARY

World ORT 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 Chief Development Officer to manage and develop relationships with Jewish Federations and major donors across Florida.

The ideal candidate will have a proven record of accomplishment in major gifts fundraising, excellent relationship-building skills, superb listening skills, and a passion for advancing education as a gateway to success through a global network of schools and programs.

KEY RESPONSIBILITIES

- **Prospect Identification & Cultivation:** Identify and research potential major gift prospects; develop cultivation strategies and maintain a robust pipeline.
- **Major Gifts Fundraising:** Execute major gifts strategies to meet annual revenue goals; solicit gifts through face-to-face 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 CDO 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

- Bachelor's degree required; advanced degree preferred
- 10+ 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 Florida
- Proficiency in Microsoft Office; Raiser's Edge and Office 365 a plus
- Knowledge of or experience with the Jewish community desirable

COMPENSATION & BENEFITS

- Salary range: \$150,000-\$175,000
- Competitive benefits package
- Opportunity to make a significant impact on World ORT's global mission
- Professional development and growth opportunities

HOW TO APPLY

To apply, please send your resume and a brief cover letter sharing your interest in our mission to aweinger@ortamerica.org with **Florida Regional Development** in the subject line.

World ORT is a global Jewish education organization operating across 30+ countries. ort.org