

World ORT Major Gifts Officer

Location: New York City/United States

Reports to: Chief Development Officer

About World ORT

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.

Position Summary

World ORT is seeking a dynamic and results-oriented Senior Development Officer to join its fundraising team. This role focuses on identifying new prospects, particularly at the 6 and 7 figure level, and partnering with the Chief Development Officer to create strategies for transformational gifts. 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. **This person will be familiar with the not-for-profit fundraising landscape in New York, including individual prospects, foundations and corporations, and have contacts who can serve as door openers.**

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
- Strong understanding of the organized Jewish Community
- 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
- Proficiency in Microsoft Office; Raiser's Edge and Office 365 a plus

Compensation and Benefits

- Salary range: \$175,000 - \$200,000
- Competitive benefits package
- Opportunity to make a significant impact on World ORT's global mission
- Professional development and growth opportunities

How to Apply

For more information and to apply, please send your resume and a brief cover letter to allison.weinger@ort.org with Major Gifts Officer in the subject line.