

DIRECTOR OF PLANNED GIVING

Based in South Florida and focusing primarily upon Donors within Florida

Management Recruiters - Mid Hudson Valley is an executive search firm focused solely in serving the nonprofit sector. We have a national practice and the large majority of our placements are executive leadership and senior fundraising professionals.

Our client is the **American Committee for the Weizmann Institute of Science (ACWIS)**. ACWIS develops philanthropic support in the United States for the Weizmann Institute of Science in Israel, one of the world's premier scientific research institutions. Noted for its wide-ranging exploration of the natural and exact sciences, the Institute is home to 2,600 scientists, students, technicians, and supporting staff. Institute research efforts include the search for new ways of fighting disease and hunger, examining leading questions in mathematics and computer science, probing the physics of matter and the universe, creating novel materials, and developing new strategies for protecting the environment. ACWIS supporters become partners with Weizmann Institute scientists in the search for answers to the most difficult challenges facing humanity.

Position Overview

The Director of Planned Giving must have strong familiarity with Florida since his/her work will focus primarily upon planned giving prospect identification, cultivation and stewardship within the state. It is expected that within two to three years, the Director will be able to broaden the donor base and double the amount of testamentary gifts raised in this area of the country. This position will also need to work collaboratively with the ACWIS Center for Personalized Philanthropy and other national and regional staff whose prospects often winter in the S. Florida region.

This is an excellent opportunity for a talented fundraiser to join an organization that has grown tremendously over the past 10 years and has the potential to grow further.

Essential Duties and Responsibilities

- Direct cultivation, solicitation and stewardship of gifts through bequests and other planned gift instruments.
- Develop and maintain donor and prospect relationships.
- Maintain regular communications with ACWIS' National Center for Personalized Philanthropy.
- Provide gift planning support (development, solicitation and closing of new planned gifts and repeat gifts) to the Regional directors.
- Serve as an enthusiastic and well-informed spokesperson for ACWIS and the Institute by maintaining a reliable knowledge of the community, continually learning about Weizmann research and activities and sharing new developments with selected donors and prospects.
- Prepare reports, planning documents, and special assignments, as requested by the Senior Vice President for Financial Resource Development.
- Maintain a current knowledge of relevant tax laws and their consequences in charitable giving, including attending educational and professional seminars.
- Promote regional participation in national and international WIS Programs.
- Travel regionally and nationally to meet with key prospects.

Qualifications

- Proven track record in the solicitation and closing of gifts at the six-figure level and higher.
- Strong technical skills in planned giving prospect identification, cultivation and stewardship so as to comfortably engage potential donors in discussions about major and planned gifts to ACWIS. Excellent understanding of gift vehicles and tax implications, charitable estate planning and familiarity with concerns of donors and their advisors.

- Demonstrated ability to work in a highly collegial manner within a complex, national and international organizational culture.
- Passion for the work of ACWIS and WIS and the ability to effectively translate that to prospects and donors.
- Self-starter with the confidence to express opinions, forge ahead when appropriate and hold back when necessary, with sensitivity to the feelings and opinions of others.
- Excellent analytical and organizational skills.
- Demonstrated understanding of philanthropy within Florida as well as expanding into other southern states.
- High integrity, a good listener and a proactive communicator, with strength in personal engagement and the ability to persuade.
- Prior experience in and knowledge of contemporary fund raising strategies such as “Moves Management.”
- Ability to utilize all office software is required. Familiarity with PG Calc or other planned gift software. Knowledge of Raiser’s Edge and DonorScape preferred.
- Bachelor’s degree from a four-year college or university is required and at least five years of fundraising experience. CFRE accreditation is preferred.

ACWIS provides a generous compensation / benefits package and a meaningful and fulfilling mission.

If you are interested in this career opportunity, please email your resume and cover letter to:

Tom Damewood

Owner / Manager

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